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ABSTRACT

The principles of Mentally Tough were developed to help professional athletes to do their best each time they went out to play. This book brings these strategies to junior and senior high school students. The exercises and activities are intended to teach students how to control their energy level and emotional states so they can always perform their best. The principles of Mentally Tough cut across many disciplines: health, sports, science, critical thinking, life planning, and others. The book is divided into three parts. Part 1 describes what is meant by mentally tough. Chapters in this part include "Performing," "The Ideal Performance State," "All The Drugs You'll Ever Need," and "Fueling Up." In this part, neurotransmitters and energy levels are described. Part 2 describes peak performance, and offers five tools for achieving that goal: breathing, exercise, food, laughing, and visualization. Suggestions are provided for using these tools to obtain desired energy levels. Part 3 describes how to put all of the previous concepts to work. Chapters in this part include one-minute rituals, motivation, and challenges. The book uses an adolescent-oriented style and language, and contains practical experiments for trying out the principles learned. (LLL)

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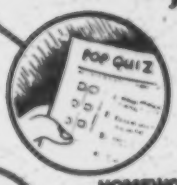
MENTALLY TOUGH



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The Power To Do Your Best

by Peter J. McLaughlin
Dr. James E. Loehr
and Robin Simons

A Project of the Pacific Mountain Private Industry Council

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MENTALLY TOUGH

The Power To Do Your Best

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The Power To Do Your Best

by Peter J. McLaughlin
Dr. James E. Loehr
and Robin Simons
with Illustrations by Michael Dougan

a project of
the Pacific Mountain
Private Industry Council

1990

To our kids who taught us literally everything we know —
John, Peter, Jenny, Mike, Pat, Jeff, Mark, Matthew and Thurber, and

To all of today's youth...
tomorrow's workforce

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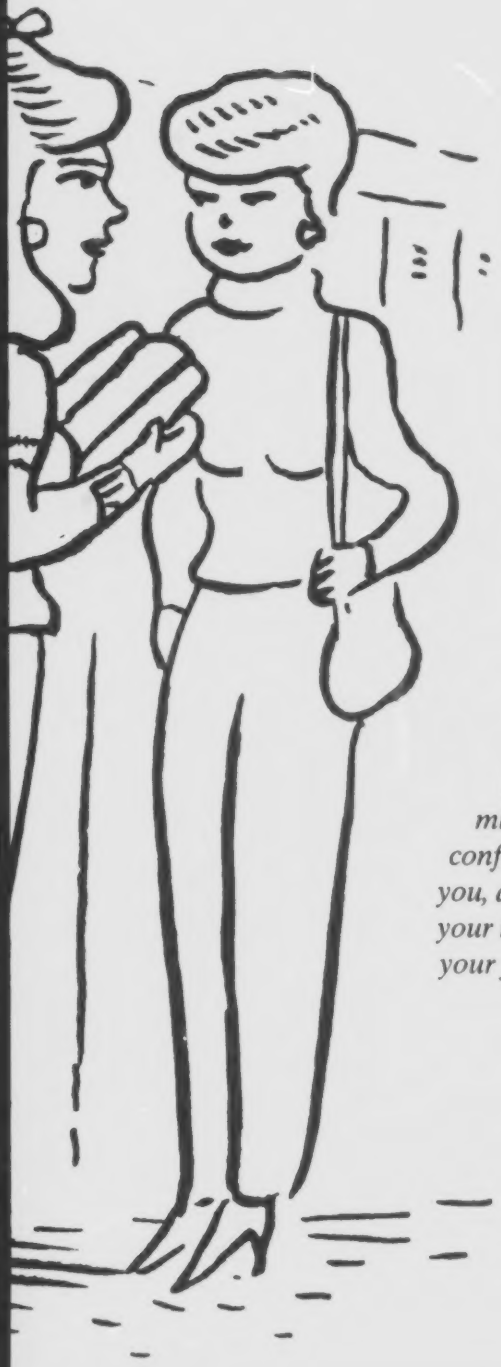
PART I

MENTALLY TOUGH

WHAT IS IT?

CHAPTER 1

TOUGH STUFF



Does This Sound Familiar?

You're walking down the hall and you see this boy (or girl) you have a massive, heart-stopping crush on. You have promised yourself that the next time you see him or her you'll say something. In fact, it just so happens that you've practiced that something several times in front of the mirror. But now, in the actual moment of confrontation, all words, all preparation leave you, and you find yourself standing in the hall with your tongue glued to the roof of your mouth and your feet frozen to the floor in abject terror…

Or...

You've strolled cooly into your 2nd period history class (feeling especially pleased with yourself because you just made meaningful eye contact with this girl (or boy) you've had your eye on for some time) when your teacher announces that you're having a surprise quiz today on the root causes of World War I. Now you remember having read that chapter in the textbook, but at this particular moment you're not exactly interested in being quizzed on it... Unfortunately, you also remember your parents saying something about your grades this semester being linked to how late you can stay out on weekends...

Sound Familiar?

Have you been in situations like those where you would give almost anything to be able to pull it off?

This book will show you how.

It will show you how to get through tough situations in every part of your life — school, dating, family, friends, jobs, sports... you name it. It won't tell you exactly what to say or do in every situation. It will do something better. It will give you the ability to control the way you perform so you can always perform at your best. It will teach you to be Mentally Tough.

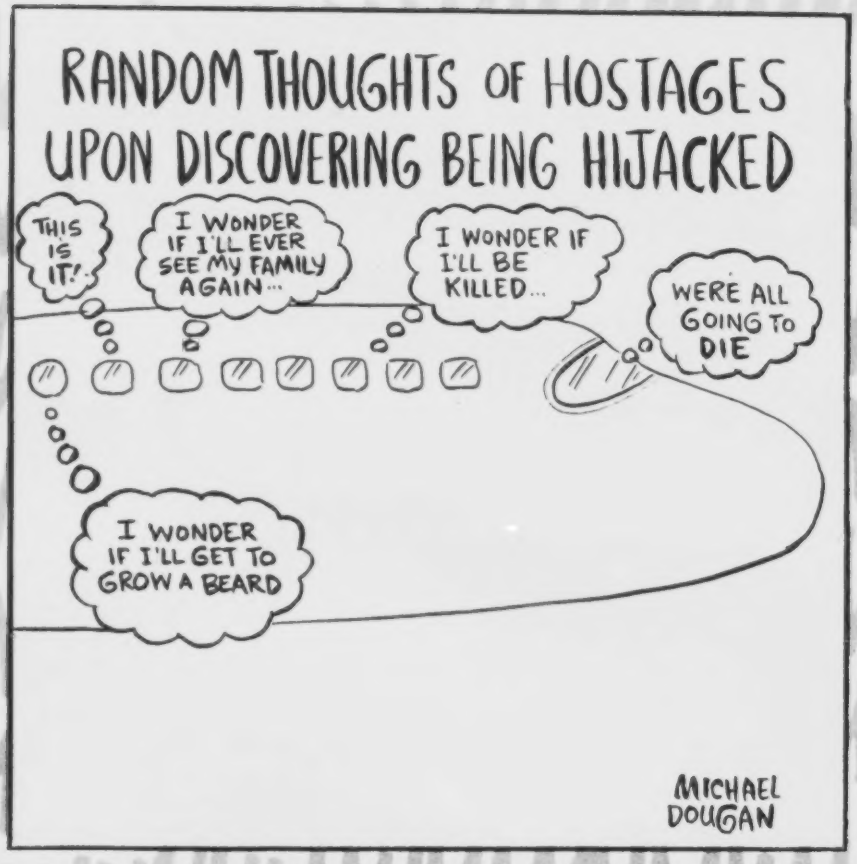
People who are Mentally Tough can stay relaxed in the face of problems. They can summon energy whenever they need it. And they can enjoy tough situations because they have confidence in their ability to succeed.

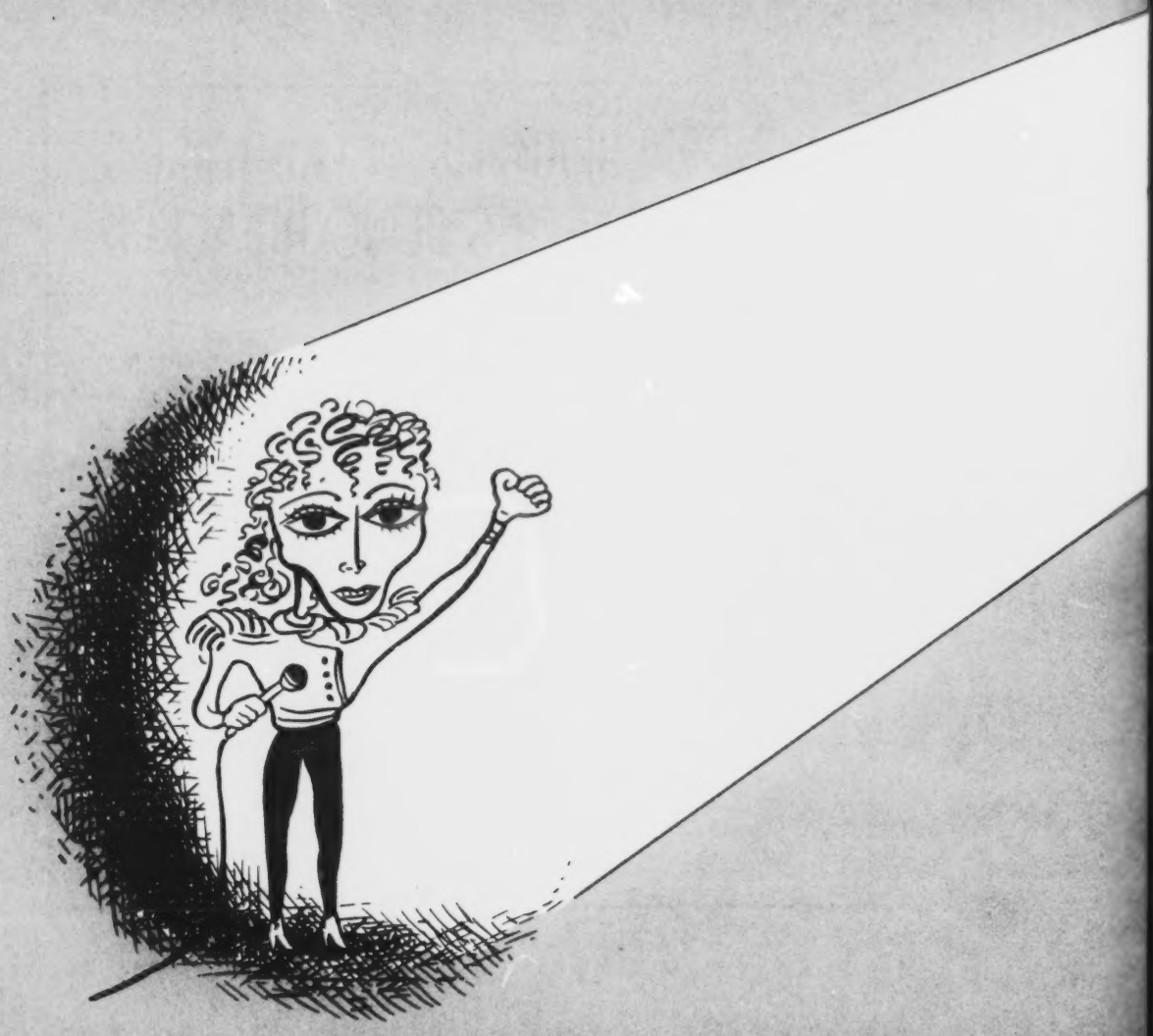
Becoming Mentally Tough involves mastering five tools that put you in control. The tools aren't magic. They're simple things like doing the right kind of exercise, eating the right kind of food, learning to picture yourself being successful, and using laughter to help you relax. We'll also show you how to create a one-minute "ritual" that you can do each time you face a problem. The ritual will give you the energy and confidence you need to succeed.

Becoming Mentally Tough doesn't happen overnight. If you're serious, you should be able to master the five tools in a short time, but you'll start seeing results even before that. Just exercising regularly will boost your energy. Eliminating fats from your diet and replacing them with complex carbohydrates will help you stay alert after lunch. And just telling yourself jokes will help you cool down whenever you tense up. As you become more familiar with the tools — as they become part of your everyday behavior — you'll find yourself feeling more energized, more confident and more in control of many aspects of your life.

Being Mentally Tough won't solve all your problems. It won't get you an A on every paper. It won't eliminate rocky times with friends. It won't make problems go away. But it will help you meet problems with confidence.

You'll still have "bad days" when things don't go the way you'd like, but the number of bad days will be fewer. And they'll never be as bad as they were before because you'll have the ability to turn them around.


RANDOM THOUGHTS OF HOSTAGES UPON DISCOVERING BEING HIJACKED
THIS IS IT!
I WONDER IF I'LL EVER SEE MY FAMILY AGAIN...
I WONDER IF I'LL BE KILLED...
WERE ALL GOING TO DIE
I WONDER IF I'LL GET TO GROW A BEARD
MICHAEL DOUGAN



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CHAPTER 2

PERFORMING

Before you learn to be Mentally Tough, you need to start thinking of yourself as a performer. What does that mean? First, let's clear away what it doesn't mean.

Being a performer *doesn't* mean being phoney and putting on an act. Someone says, "Man, you should have seen Allison perform for the teacher!" and everyone knows that Allison was hamming it up, trying to get the teacher to like her. That's not what we mean here when we talk about performing.

Being a performer *doesn't* necessarily mean acting in front of an audience. When someone says, "Man, you should have seen Michael Jackson perform last night!" everyone knows that Michael Jackson was up on stage strutting his stuff. That's not what we mean here when we talk about performing.

Being a performer *does* mean doing your very best in important situations. When someone says, "Man, you should have seen Joe Montana yesterday; he really performed!" everyone knows that Montana was unstoppable, hitting the numbers every time he threw the ball. He was in top form; he worked hard; he did well. *That's* what we mean when we talk about performing.

So what does this have to do with you?

You perform, too. You may not perform in football, but you perform at thousands of other things every day of your life. You choose your clothes, you work a job, you work at school, you talk with friends. In each of these activities you are a performer. And in each one, you have a variety of ways you can perform.

Some you perform mindlessly (for example, brushing your teeth). Some you perform with a minimum of energy (usually things you don't care about). Some you perform eagerly (for instance, going out with friends). And some you perform with all the energy you can muster.

When it comes to performance, people are a lot like cars. Cars come in a variety of performance levels. You can buy a high performance car — say, a Maserati — with a powerful engine and top speed of 150. Or you can buy a middle-of-the-road car — say, a V.W. camper — that will haul a load of cargo

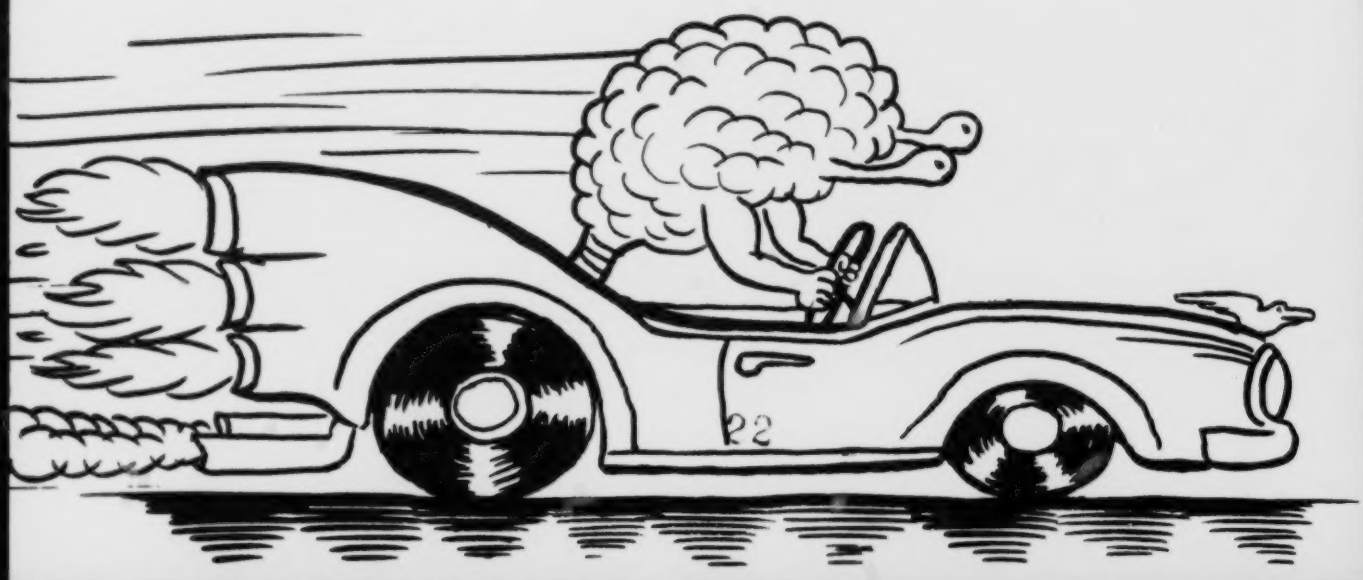
but won't hit 70 on the highway. Or you can buy a beat-up old clunker that coughs and sputters and threatens to die at every stoplight.

Each of these cars gives a different kind of performance — from high to medium to low. People are no different. You know for yourself that some days you wake up and you're on a roll. Everything seems easy and you can do no wrong. Those days, you're like a high performance Maserati. Other days you putter along, moving steadily — but not spectacularly — through the things you need to do. Those days you're like the V.W. Then there are those days when you're like the clunker — lucky just to get out of bed.

Everybody has at least three performance levels. The trick is to be able to choose the one you want for any particular activity. Facing dinner when you feel like a clunker is probably OK. Facing your final math exam when you feel like a clunker is a whole different thing.

If only there were some way you could always feel like a Maserati when it was time for those exams... Well, there is. That's what Mentally Tough is all about.

Learning the Mentally Tough tools means you can make yourself perform like a Maserati any time you want. It means *you* decide which performance level you're on instead of having the performance decide it for you.



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CHAPTER 3

Joe MONTANA

Joe Montana. Quarterback for the San Francisco 49'ers. Player of the Year. MVP. What's he got to do with Mentally Tough? A lot. Because the idea of Mentally Tough was born while a doctor named Jim Loehr was watching Montana and other pro-athletes play.

Loehr (an accomplished athlete and Director of Sports Science for the U.S. Tennis Association) noticed that some pros had genuinely bad days — days when their performances started out bad and went downhill fast. Like many amateur athletes, they seemed to get into a funk and stay there. But then there were other pros — the really great athletes — who seemed to avoid that problem. Sure, they would have bad days — days when every shot bounced off the rim, or when half their passes were intercepted. But, somehow, before the game was over these athletes would be able to turn their performance around. Instead of giving up they would hang in there, finding new energy, frequently even, firing the winning shot.

What was it that enabled these great athletes to do that? Loehr thought if he could answer that question, he might earn lifetime tickets to the Super Bowl. He might also find a way to help other athletes always play at their best.

To find out, he began asking athletes how they felt during good and bad performances. During bad performances most said they felt *tired*, or *they couldn't*

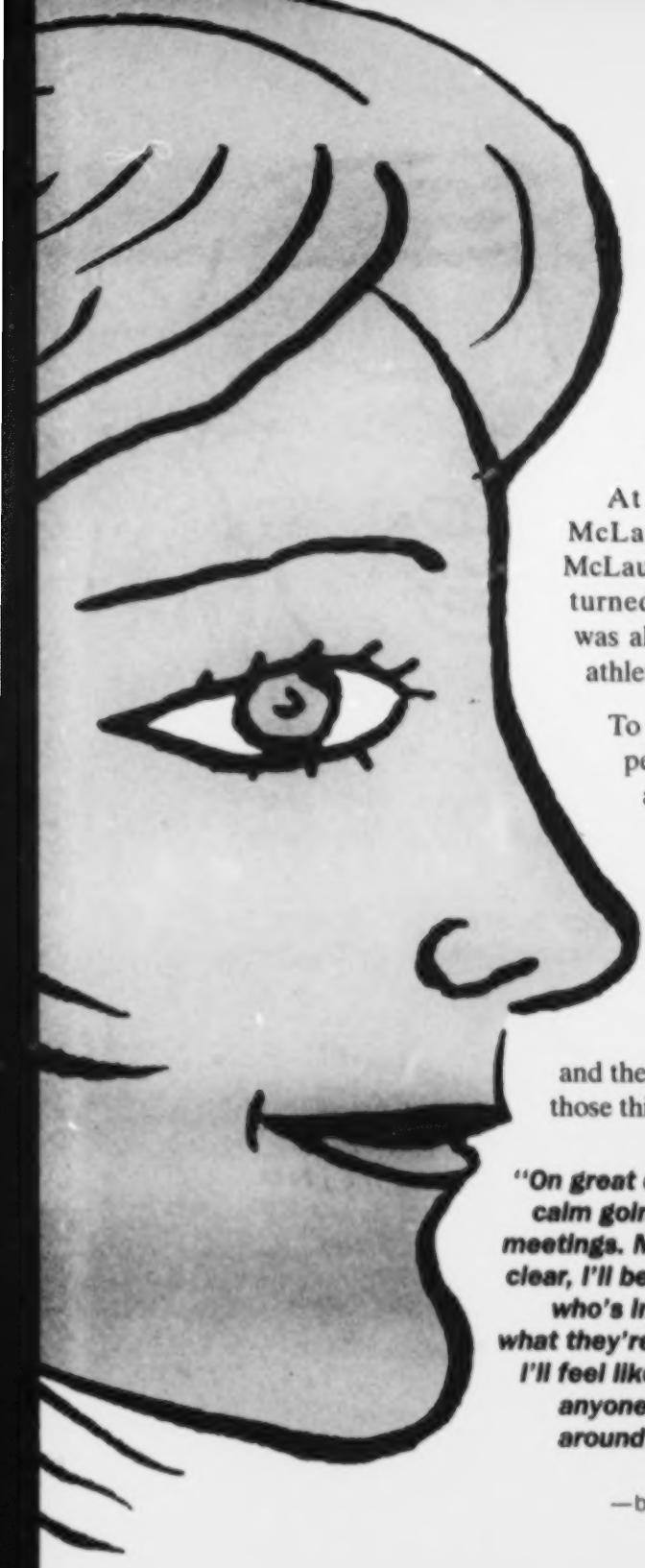
concentrate, or they felt *as if their heads and their bodies were unconnected.* During good games they felt completely different. They said things like:

"I felt like I could do anything, like I was in complete control."
"I felt physically very relaxed, but also energized and pumped up."
"I felt calm and quiet inside."
"Everything was automatic. I didn't have to think about what I was supposed to do; it just happened."
"It felt like slow motion."
"Even though I was really hustling, it was easy."
"It was easy to concentrate. I was totally tuned in to what I was doing and I was super-aware of everything around me."

On good days, all athletes seemed to feel the same set of feelings:

They were relaxed.
They were energized.
They were clear-headed.
Their actions seemed easy and automatic.
Time seemed to slow down.
They felt in control.
They were having fun.

These feelings seemed to create an **Ideal Performance State** in which the athletes always played at their best.



Most of the athletes Loehr talked to found themselves in the ideal performance state as if by accident. But the *great* athletes found ways to put themselves there at will. Even on bad days, they could calm themselves down and switch into ideal performance in the middle of a game.

At this point, Loehr's friend, Peter McLaughlin, raised a second question. McLaughlin was a former athlete and coach turned businessman. He wondered if there was also an ideal performance state for non-athletes.

To find out, he interviewed hundreds of people. He talked to business executives and car mechanics, actors and plumbers, computer programmers and students. He found that everyone said the same things the athletes had. At times when they were performing well, they felt relaxed, energized and clear-headed. Their work seemed easy and automatic. They felt in control and they were having fun. When they didn't feel those things, they performed poorly.

"On great days I can stay calm going into difficult meetings. My mind will be clear, I'll be very aware of who's in the room and what they're thinking. And I'll feel like I can take on anyone and bring him around to my point of view."

—business executive

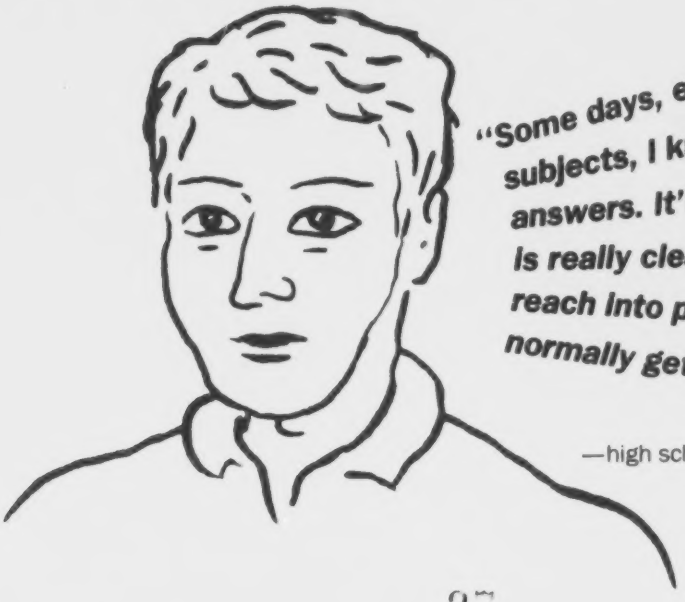
As with the athletes, most people McLaughlin talked to happened into the ideal performance state by accident. But some could put themselves there at will.

McLaughlin and Loehr knew they had discovered something big. (Bigger, even, than earning lifetime tickets to the Super Bowl.) They had discovered that peak performance is not an accident.

—artist

It doesn't happen because of luck. It doesn't happen automatically because you're naturally talented. It doesn't happen because of what the coach said, or who you studied with, or which pen you used to take the test. It happens *inside you* because of how you feel. When you feel that special combination of feelings — relaxed, energized, clear-headed and having fun — you are in the ideal performance state and you perform at your best.

Most people find the ideal performance state by accident. But some have learned to put themselves there at will. Those people are Mentally Tough.


"Some days, even in hard subjects, I know all the answers. It's like my brain is really clear and can reach into places I can't normally get into."

—high school student

CHAPTER 4

IDEAL PERFORMANCE STATE

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Now let's go back to *your* life. Specifically, let's talk about the ideal performance state and your life, because even though you've never called it that, you've been there.

Remember ...

...that time you were on the court at the end of the fourth quarter and you grabbed the ball — and suddenly you were magic and could do no wrong...

...or the time you were working on your folks to let you come home after mid-

night and suddenly your words began to flow — almost before you thought them — and you knew you had them convinced.

...or that time, after weeks of struggling with how to factor equations, a light bulb went off and — you got it!

Those are all ideal performances. You've had lots of them; people have them all the time. They are short moments when all of a sudden things seem to flow; you get in a groove; things feel easy — and you know you're at your best.

BETTER THAN GOOD

Ideal performances are better than just "good" performances. They have certain feelings attached to them that set them apart. If you think back on some of your own ideal performances you'll see what we mean. Think of a time when you had an ideal performance. Try to remember clearly how it felt. Then take the quiz below to define those special characteristics of ideal performance.

1. First write down a brief description of your performance. Where were you? What were you doing?

I had an ideal performance when I _____

_____

_____

2. Now circle the answers below that best describe how you felt during that performance.

During that performance...

Question 1

a) I felt relaxed
b) I felt tense

Question 2

a) I had a lot of energy
b) I had very little energy

Question 3

a) I was very focused on what I was doing
b) I was easily distracted by things around me

"I knew I wasn't focused on that history test because in the middle I started thinking about how my boyfriend hadn't called for three days."

Question 4

a) I was thinking about the outcome (for example, the score, or what would happen when I finished)
b) I was thinking about what I was doing, not the outcome

Question 5

a) I was feeling confident and optimistic
b) I was feeling nervous and pessimistic

Question 6

a) My actions seemed to happen by themselves, automatically
b) I had to put alot of thought into every move

Question 7

a) I was having fun
b) I was bored

"I was arguing with my parents over when I could go out with my friends. During the whole argument I felt really confident. I knew I would win, and I did."

Question 8

a) The activity seemed difficult
b) The activity seemed easy

Question 9

a) I felt really clear-headed
b) I felt foggy-brained

Question 10

a) I felt out of control
b) I felt in control of my actions

ANSWERS

When you are in the Ideal Performance State...

Question 1: a. you feel relaxed. Being tense would get in the way of your performance.

Question 2: a. you have a lot of mental and physical energy.

Question 3: a. outside distractions disappear. All that exists is what you are doing at that moment.

Question 4: b. you're not thinking about the outcome of your performance, only about doing the best you can do.

Question 5: a. you feel confident. You know you are performing well. Any nervousness you felt earlier is gone.

Question 6: a. your actions seem automatic. You seem to know what to do without thinking about it.

Question 7: a. you are having fun. You're on a natural high.

Question 8: b. your performance feels easy. The movements come; the answers flow; your performance seems to happen effortlessly.

Question 9. a. your head feels clear. It's easy to think; you feel exceptionally alert.

Question 10: b. you feel in control. You're making all the right moves, and it's not by accident!

Sounds pretty good, doesn't it? Too bad you can't feel that way all the time. Unfortunately that's not possible. But the five Mentally Tough tools can help you feel that way when you need to perform.

THE LIMITS OF IDEAL PERFORMANCE

The ideal performance state isn't magic. It won't help you perform a Michael Jordan turn around dunk if you're no good at basketball. It won't help you remember square roots if you've never paid attention in Algebra. It can't replace practice, study and a certain amount of natural talent.

But what the Ideal Performance State *can* do is make sure that when you study, you study as well as you can, and that when you practice, you practice as well as you can. It can make learning easier and more fun so that when you go into class or into a game or into any performance, you're prepared and ready to perform at your best.

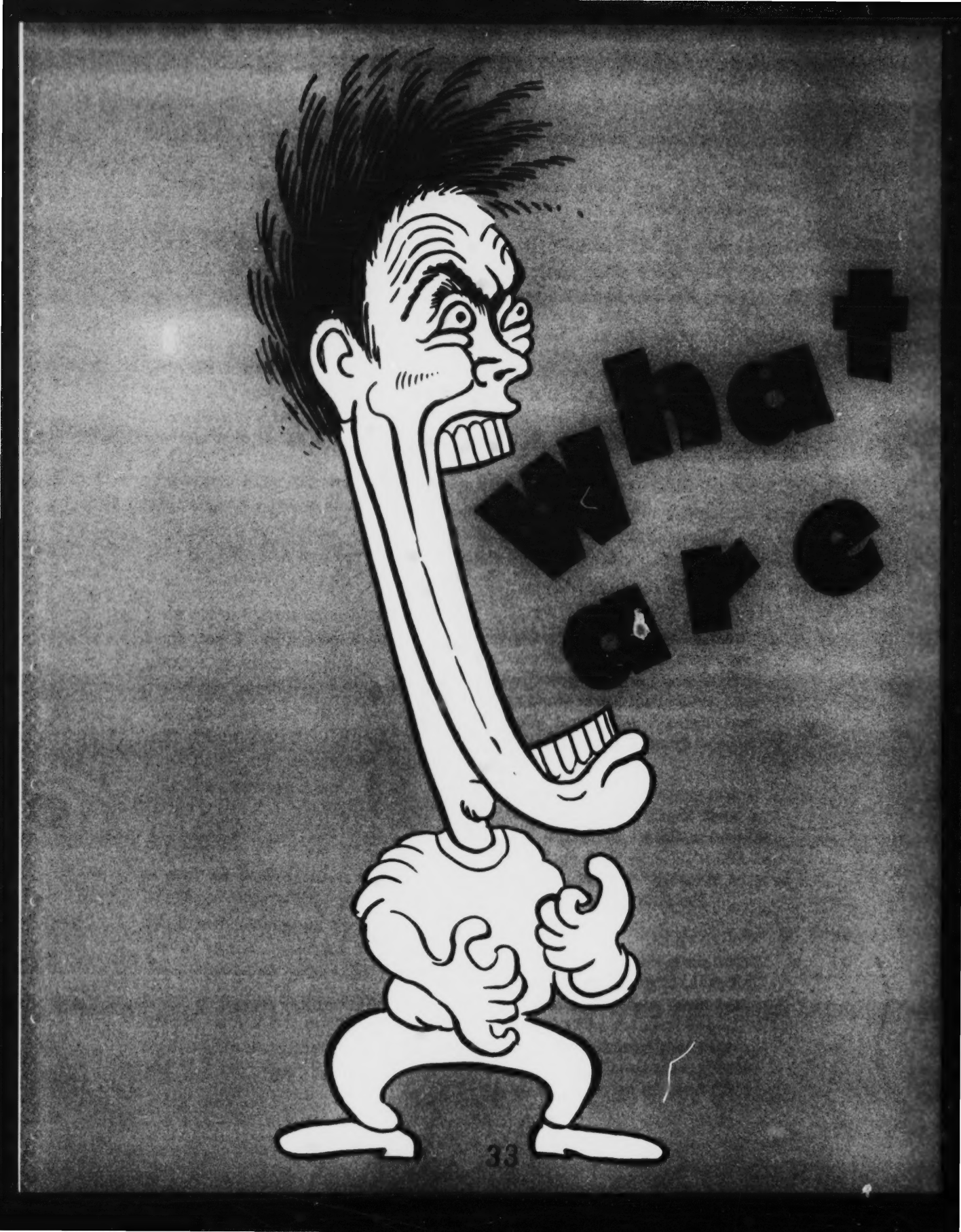
"We had an essay test in English and there was this question that I didn't think I knew. But while I was writing, all these ideas came and I figured out exactly what I wanted to say."

"I was practicing with my band on a piece that's pretty complicated. All of a sudden I got into a groove. It was like my hands took over; I didn't have to think about what I was doing. The energy was incredible."

"Some days I work on my car and everything goes right. The tools are right where they're supposed to be; it's like they jump right into my hand. I do everything right the first time and I don't have to do anything over."

The ideal performance state also can't replace motivation. If you don't want to be doing something, nothing will make you do it well. You won't be relaxed, you won't be energized. You certainly won't be having fun. Without motivation, you can't even get into the ideal performance state.

Unfortunately motivation is a hard thing to find when it's missing. It's hard to talk yourself into wanting to do something. It's usually easier to avoid the task altogether. But that's no ticket to success. Chapter 14 will give you some ideas on how to motivate yourself for things you don't want to do. Then, once you're motivated, ideal performance will be yours for the grabbing.


What are

CHAPTER 5

state you in?

Being in the Ideal Performance State is like driving that high performance Maserati.

Your engines are tuned and you're ready to roll.

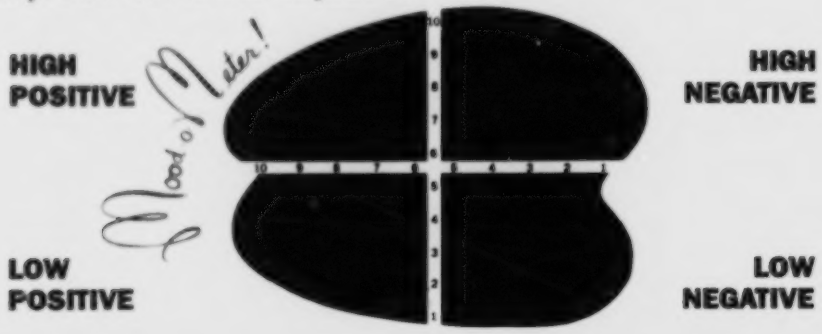
But as we pointed out earlier, most people don't spend a lot of time feeling like a Maserati. You couldn't. It would be too exhausting.

It's also not necessary. Most activities don't require that kind of high performance energy. (Vegging out in front of the TV, for instance, works just as well when you feel like a clunker.) You want to save your Maserati energy for when you need it — for the performances that count.

The rest of the time, your energy level can vary. In fact, it will go up and down, depending on what you're doing, what you ate, how the weather is, what someone just said to you in the hall, and all sorts of other reasons. Sitting in a boring class on a cloudy day can send your energy level plummeting. On the other hand, if minutes later in the hall, someone invites you to a party, your energy level can soar.

WHAT ENERGY STATE ARE YOU IN?

Being aware of your energy level is important to being Mentally Tough. You want to be able to control your energy level so you can give yourself energy when you need it. Where are you now?



1. Rate your energy level on a scale of 1 to 10. Do you have lots of energy? Give yourself a 10. Do you have hardly any? Give yourself a 1. Are you somewhere in between? Pick the appropriate number. Draw a line through that number on the verticle bar of the graph.

HIGH TIMES, LOW TIMES

Most people have daily energy cycles. They tend to have more energy at certain times of the day. What are yours?

Are you a morning person? Do you jump out of bed raring to go? Or does it take you a while to get going?

Are you an afternoon and evening person? Do you tend to wake up as the sun is setting; is night time your time? Or do you fade along with the sun's rays?

Do an energy graph for yourself at each of those times. Are there times when you are usually in High Positive? Low Positive? High Negative? Low Negative?

2. Now think about how that energy *feels.* Is it *positive energy*? Do you feel happy, glad to be alive, eager to jump up and do something? Or is it *negative energy* — depressed, angry or unmotivated? If you have a lot of positive energy, give yourself a 10. If you have a lot of negative energy, give yourself a 1. Or pick the appropriate number in between. Draw a line through that number on the horizontal bar on the graph.

3. Now draw a line connecting the marks you made on the graph. What energy state are you in: High Positive, Low Positive, High Negative or Low Negative? Read about each state below.

THE FOUR ENERGY STATES

LOW POSITIVE This is not a bad place to hang out. In fact, it's where you probably spend most of your time. You feel calm and easygoing. You're paying attention to what's going on around you, but you're not hyper-tuned-in to anything. You daydream and your mind wanders. If something potentially stressful happens when you're in Low Positive, you try to ignore it. You hope it will go away or that someone else will deal with it. If you absolutely have to get involved, you do it in a half-hearted way. This is a pleasant, relaxing place to be in between performances. It's not where you want to be when it's time to perform.

LOW NEGATIVE Yuck. That's your response to everything when you're in Low Negative. Nothing interests you, and what does catch your attention annoys you. You feel listless, overwhelmed and depressed. Everyone spends time here; it's just not a very good place to be when you have to perform. Take a test in Low Negative and you'll be in trouble because you'll have no energy for the problems. Ask your parents for money when you're in Low Negative and you're liable to talk them out of it. Lots of things can send you into Low Negative: bad news, illness, a minor annoyance, a major burnout. Fortunately the Mentally Tough tools can help you get out of Low Negative — whether you've been there for an hour or for a month.

HIGH NEGATIVE Get mad *and* even! That's the slogan for High Negative. You're boiling with angry energy and you're ready to fight with anything that gets in your way. A batter in High Negative swings with megaton force at pitches in the dirt. A person making a phone call gets a busy signal and slams the phone into the receiver, then shouts at the next person who asks him something. A person doing homework in High Negative will scribble all wrong answers, black them out in frustration, then tear the paper up and throw it away. Doesn't endear you to the teacher. Doesn't do much for your body either. Long periods of High Negative energy can

PERFORMANCE TIP:
People perform best when their energy is naturally highest. If you find that your natural energy cycle is to have more energy in the morning, you might try to schedule your hardest classes then. On the other hand, if you tend to have a higher energy level in the afternoon, scheduling your tougher classes then may give you a performance edge.

produce typical stress reactions like high blood pressure, ulcers and heart attacks.

HIGH POSITIVE This is it. This is where you want to be when it's time to perform. You're energized, you're in control, you're having fun. When you're in High Positive you're performing like the Maserati. It's where you perform at your best.

Let's look at how you feel...

Let's look at how these four energy states work in real life...

LOW NEGATIVE

LOW POSITIVE

HIGH NEGATIVE

HIGH POSITIVE

HEY SUSAN! I GOT TICKETS TO THE CONCERT.
THIRD ROW! DON'T HAVE A RIDE THOUGH. BUT IT'S NOT A MAJOR DEAL.
NO SWEAT. WE CAN DO IT.
YES WE CAN.
WE CAN?
YOU'RE PRETTY COOL TOO.
I KNOW BABY
WE CAN? ALL RIGHT! ME TOO.
DO YOU LOVE ME FIRST
NO. YOU GO FIRST

You can see that there are some advantages to being in High Positive when you have to perform. How do you get there? That's where Mentally Tough comes in. The five Mentally Tough tools can make you switch energy levels immediately.They can help you put yourself into High Positive each time you need to perform.

A CAR!!!!

CHAPTER 6

ALL THE DRUGS YOU'LL EVER NEED

You're crossing the street, dragging your heels because your energy level is low. All of a sudden, a car comes racing toward you. Before you can think about what you're doing, your body revs into top speed and you race to the curb. Your breathing is fast and heavy. Your heart is banging in your chest. As the car whizzes by, you raise your fist to the driver. Your anger is high, you're ready to fight.

How can you go from low energy to high energy so quickly? The answer has to do with the amazing portable drugstore you carry around inside you as part of your nervous system. That personal drug supply plays a huge role in how you feel and how you perform.

Here's what happens when you spot that car.

1. As soon as your eye catches sight of the car, it sends a message to your brain: *something coming.*

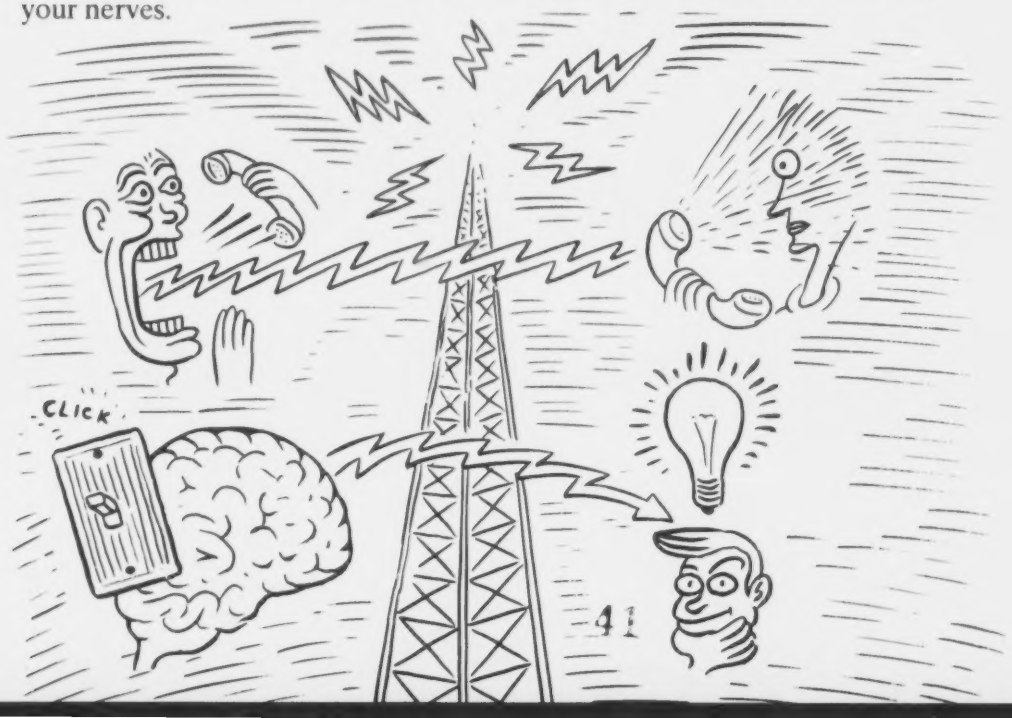
2. Your brain, smart organ that it is, recognizes that "thing" as a car. Fortunately, it also recognizes the need for speed, and sends a message to your muscles: *run!*

Those messages are carried by your nerves. Nerves run from every part of your body to your brain. They are somewhat like telephone wires, carrying messages in the form of electrical current. When you touch something (or see something or hear something), electrical signals travel along your nerves from your skin (or eyes or ears) to your brain. Your brain deciphers the news, then sends an electrical message to your muscles so you can respond.

The part of your brain that deciphers the message about the car is your neocortex. This is the "thinking" part of your brain. It "understands" that a car is coming and sends a message back to your muscles that they should get you out of the way.

Your neocortex does a good job of understanding the message about the car. There's one thing missing, though — emotions. You didn't just see the car and jump out of the way. Your heart began pounding, you began breathing harder, you felt alarmed. That's what enabled you to get out of the way FAST. That alarm response didn't happen in your neocortex. It happened because the message about the car also passed through another part of your brain — a part called the limbic system.

The limbic system is where all your emotions are created. If you're thinking, *hey, I can do without getting alarmed, who needs a limbic system?*, consider this. Your limbic system also makes you feel happy and relaxed. It makes you feel sad and worried. It makes it possible for you to fall in love. All your emotions are created in your limbic system as messages pass through there, carried by your nerves.



Now, your nerves need a little help carrying those messages. When a message gets to the end of one nerve, the next nerve isn't right there, ready to grab the message and boot it along. Instead, there's a space between nerves called a "synapse" and something has to help the messages get across. That "something" is a group of chemicals called neurotransmitters. Neurotransmitters receive the messages as they hit the end of each nerve and carry them across to the next nerve.

(This is where Mentally Tough comes in.)

"I think of endorphins as endolphins — tiny dolphins with smiles on their faces leaping through my nervous system making me feel good."

Neurotransmitters also help carry messages of emotion. When you are frightened, for example, a neurotransmitter called epinephrine is present in your limbic system in large amounts. That means that messages passing through the limbic system are carried from nerve to nerve by epinephrine. When those messages reach your muscles, they make your heart beat faster, make your lungs pump faster, and make your muscles carry you quickly to the curb.

There are many different neurotransmitters, and each one carries messages of one kind of emotion. Four of these neurotransmitters are particularly important to being Mentally Tough:

EPINEPHRINE (pronounced ĕ-pin-ĕ´-frin) carries messages of fear. It makes your heart beat faster, makes you breathe faster, sends energy to your muscles, and makes you alert. These responses help you run away from — or fight — the thing that frightened you. Epinephrine is also known as **adrenaline.**

NOREPINEPHRINE (pronounced nor´-ĕ-pin-ĕ-frin) carries messages of anger and tension. It also makes your heart beat faster, makes you breathe faster, sends energy to your muscles, and makes you alert.

SEROTONIN (pronounced ser-ŭ-to´-nin) is a neurotransmitter that carries messages of pleasure and relaxation and reduces your sense of pain.

ENDORPHINS (pronounced en-dor´-fins) are neurotransmitters that work in reverse. Instead of carrying messages from one nerve to the next, they stop messages from traveling on. The ones they *stop* are messages of pain. At the same time, they stimulate feelings of pleasure.

SO WHAT DO ALL THESE NEUROTRANSMITTERS HAVE TO DO WITH BEING MENTALLY TOUGH?

A lot, because neurotransmitters directly affect the way you perform.

Take norepinephrine, for example. It makes you feel alert. Well, you certainly want to feel alert when it's time to perform. (You wouldn't want to face a problem feeling drowsy, would you?) That means that when it's time to perform, you want a lot of norepinephrine in your system.

But not *too* much norepinephrine — because too much norepinephrine will make you over-alert. It will make you nervous, edgy and angry. That's the definition of High Negative, and you certainly don't want to be *there* when it's time to solve a problem.

Or take serotonin. Serotonin makes you feel happy and relaxed. Those are important aspects of High Positive — just what you want when it's time for a challenge. Before hand, you'd want a lot of serotonin in your system.

But not *too much* serotonin — because too much serotonin will make you over-relaxed — ready to fall asleep. That's not the way to solve a problem, either.

Or take endorphins. They block pain and stimulate feelings of pleasure. Before tackling a problem you'd want endorphins in your system to help you relax and feel confident. But — you guessed it — not too many endorphins, because with

NEUROTRANSMITTER PERFORMANCE CHART

NEUROTRANSMITTER	How you feel if you have...		
	TOO LITTLE	JUST RIGHT	TOO MUCH
NOREPINEPHRINE	SLUGGISH, LOW ENERGY	ENERGIZED	ANGRY,TENSE, JITTERY
EPINEPHRINE	SLUGGISH	ENERGIZED	NERVOUS, FEARFUL, SHORT BREATHS
SEROTONIN	NERVOUS ENERGY	RELAXED	SLEEPY
ENDORPHINS	NEUTRAL	RELAXED, HAPPY	TOO MELLOW TO CONCENTRATE, GIDDY

too many endorphins you get giddy. You'll be so relaxed you won't be able to think clearly, and obviously that's no ticket to success.

So in order to be in High Positive — in order for you to perform at your best — you need to have just the right amount of each of these neurotransmitters in your system. Too much (or too little), and you'll be in one of the other energy states.

Fortunately, getting just the right amount of each neurotransmitter isn't all that hard. That's exactly what the five Mentally Tough tools do.

The Difference Between Men and Women

In times of tension our nervous systems manufacture epinephrine and norepinephrine. But women make more epinephrine and men make more norepinephrine. The result is that women tend to become anxious when they're tense and men tend to become angry.

NEUROTRANSMITTERS IN ACTION

1. If I wanted to fall asleep at night, I"d want to have a lot of_____ in my nervous system.

a. epinephrine **b.** norepinephrine **c.** serotonin **d.** endorphins

2. If I felt sluggish or sleepy today, I might have had too much_____ and too little_____ in my system.

a. epinephrine **b.** norepinephrine **c.** serotonin **d.** endorphins

3. I was so tense I yelled at my sister over something petty. I might have had too much_____ in my system.

a. epinephrine **b.** norepinephrine **c.** serotonin **d.** endorphins

4. It was a tough game. We lost big. But I played hard and really enjoyed myself. I must have had the right amount of_____ in my system.

a. epinephrine **b.** norepinephrine **c.** serotonin **d.** endorphins

5. If you were feeling low energy right before a big event, you'd want to raise the level of_____ in your system to give yourself an energy boost.

a. epinephrine **b.** norepinephrine **c.** serotonin **d.** endorphins

6. If you were nervous about giving a speech to a large audience, you would want more_____ in your system.

a. epinephrine **b.** norepinephrine **c.** serotonin **d.** endorphins

Answers on Page 37

NATURAL HIGH

There is one other way to control your neurotransmitters: that is to use drugs. Drugs work by affecting your neurotransmitters. That's why they change the way you feel and behave.

Drugs that are stimulants — cocaine, crack and amphetamines, for instance — work by blocking your body's ability to absorb epinephrine and norepinephrine. As a result, when you're high on those drugs, you have too much epinephine and norepinephrine in your system: you are highly energized and edgy. Because blood leaves your digestive system to energize your arm and leg muscles, people high on stimulants usually don't want to eat, and may have stomach discomfort.

Drugs that are depressants — heroin, morphine and opium, for example — affect your endorphins. The chemicals in the drugs are the same shape as the chemicals in endorphins. As a result, once they're inside your nervous system, they can carry messages exactly the same way endorphins do. Since endorphins make you feel happy, depressant drugs have the same effect.

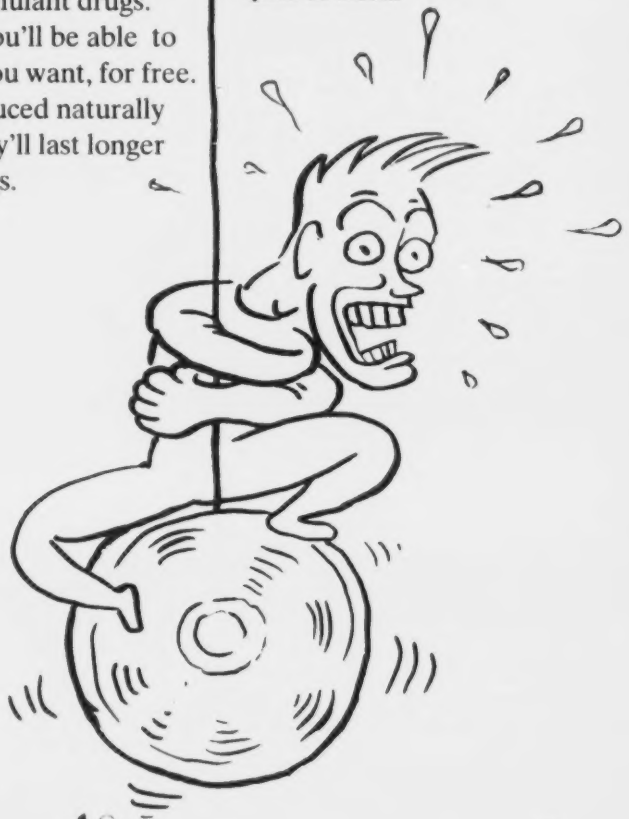
The problem with drugs is that they are dangerous. When your body manufac-

tures neurotransmitters, it knows exactly how much to make and how to regulate the supply. When you take drugs, that automatic regulation doesn't happen. Instead, you produce an overload of neurotransmitters which harms the body and can even cause death.

Fortunately, with the Mentally Tough tools you can produce the same feelings of energy and well-being safely. Athletes do this all the time during strenuous workouts. You've heard them talk about "runners' high"? That feeling of euphoria is produced by endorphins which are released during heavy exercise. It's exactly the same feeling experienced by people who use cocaine.

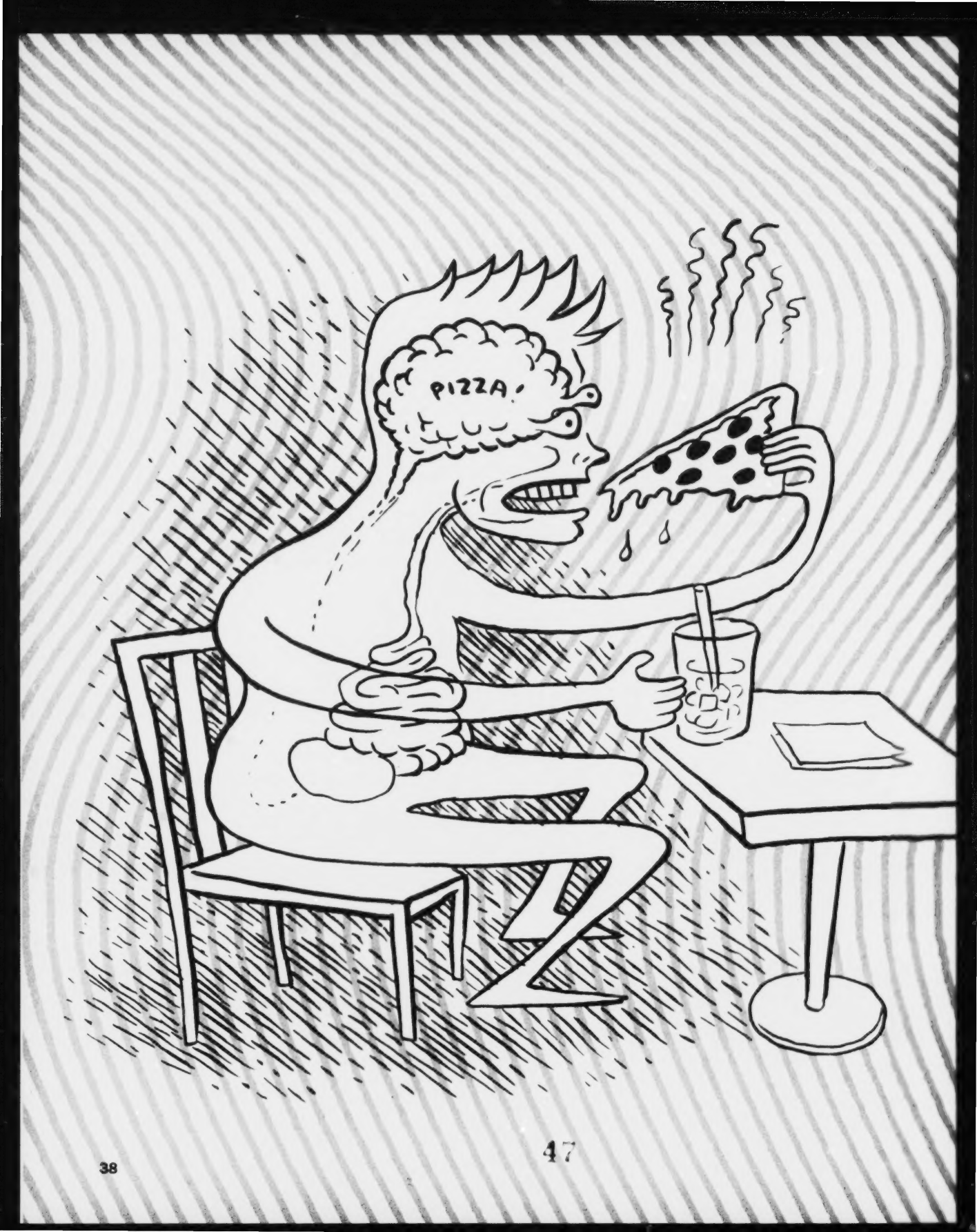
The Mentally Tough tools will give you many ways of creating your own "runners' high" as well as the feelings of energy produced by stimulant drugs. Once you've mastered the tools, you'll be able to generate those feelings any time you want, for free. And because the feelings are produced naturally rather than through chemicals, they'll last longer than feelings produced by the drugs.

Do you ever feel like a human yo-yo? Do you feel like you bounce around from one mood to the next so many times a day that you never know who you'll be the next moment? If all those changes make you feel like you're crazy, don't worry. You're not. It's just your neurotransmitters at work. They're carrying messages to your brain and muscles, and "coloring" them with emotions. As you learn the five Mentally Tough tools, you'll be able to control your emotions and biochemistry and stop yourself from bouncing around quite so much.



ANSWERS:

1. (c) serotonin
2. (c) serotonin
3. (b) norepinephrine
4. (d) endorphins
5. (b) norepinephrine
6. (c) serotonin



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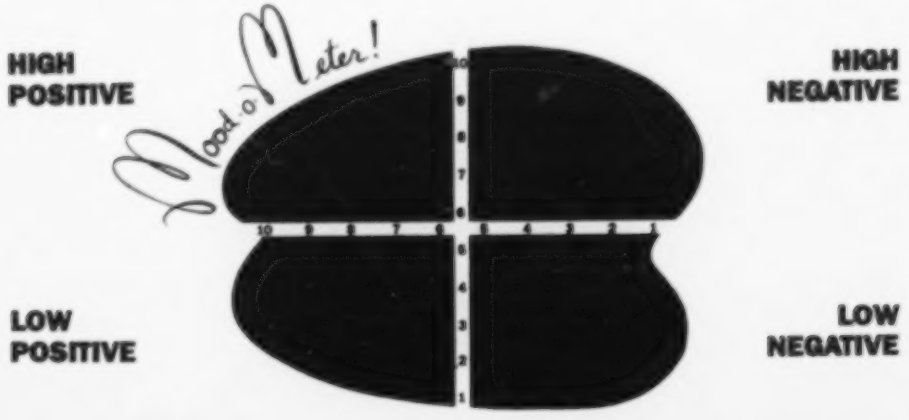
CHAPTER 7

FUELING UP

Where's your energy level right now? Take a reading and mark it on the chart.



You need to be aware of your energy levels if you want to be Mentally Tough. It also helps to know where your energy comes from so that when you're running low, you can replenish your supply. Thanks to your built-in fuel plant, firing up a human body is even easier than buying batteries. All you have to do is eat and breathe.

ONE BURGER, PLEASE, FILL 'ER UP

Let's see. Should you have a cheeseburger or a tuna sandwich? A Pepsi or a 7-Up? Tantalizing as those decisions may be to you, to your body they're all about one thing: fuel. Everything you eat is used by your body to give energy to your cells.

In fact, as much as you may savor the difference between pepperoni pizza and Chinese food, your body isn't so discriminating. Once inside, most of what you eat is converted to one thing: a chemical called glucose.

The process that turns pepperoni pizza into glucose starts in your mouth when you chew your food into tiny pieces. Those are pushed down your esophagus to your stomach where serious digestion begins. Gastric juices break down the tomatoes, cheese, meat and crust into chemicals that are usable by the body. Proteins are extracted so your body can use them to build and repair tissues. Fats are extracted to help your body absorb vitamins. Most of the rest is turned into glucose.

Of course, all those chemicals don't do much good as long as they sit in your stomach. They have to get to your cells. So the next stop on the digestion tour is the small intestine. There the chemicals are absorbed through the wall of the small intestine into your blood stream which carries them to your cells.

PUTTING AIR IN YOUR TIRES

Now, food is only half the energy equation. Oxygen is the other half. Without oxygen, all the glucose in the world won't provide a lick of energy to your body. Fortunately, oxygen is in full supply since we take it in each time we breathe.

As soon as you inhale, air fills your lungs. Oxygen from that air is transfered to your blood, which carries it to cells throughout your body. In the cells, the oxygen mixes with the glucose from your food and the result is energy. Your body uses that energy to make your heart pump, to make your lungs contract, to make your muscles move, and to make you think. Everything that happens inside your body to keep it alive happens because of that simple combination of glucose and oxygen in your cells.

That same combination is also responsible for the amount of energy you feel (or don't feel) throughout the day. How much energy you have when the alarm rings in the morning, or when Arsenio Hall comes on at night, comes in part from how much glucose and oxygen are in your cells. The more glucose and oxygen, the more energy you'll have.

Now, having a lot of energy isn't always important. Some activities don't demand it. But when it's the bottom of the 9th, the score is tied and you're at bat, you want all the fire power you can muster. Upping your intake of glucose and oxygen can give you energy when you need it. The five Mentally Tough tools will show you how.

PART II

THE Hi-Five FOR PEAK PERFORMANCE

5 Tools To Help You Do Your Best

BIG HAIR MAINTENANCE

MICHAEL DOUGAN

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CHAPTER 8

Tool 1:

BREATHING

Deep Breathers Make Better Performers

Now obviously you already know how to breathe. This chapter isn't going to teach you that. What it *will* do is show you the power of that simple act you perform mindlessly approximately 28,000 times a day. And it will show you how you can use breathing to control your neurotransmitters and energy level so you can put yourself in High Positive any time you want.

For starters, try this experiment:

Take a lot of quick short breaths. Keep it up for 2 minutes (but stop if you get dizzy). If you can pant for 2 minutes you'll begin to feel nervous. If you close your eyes while you do it, you'll probably see unpleasant images. As soon as you stop, take your pulse. Is it faster than normal? It should be, because you will have placed yourself in a state of fear.

Surprised? Try another experiment:

Breathe slowly and deeply — in through your nose for 4 counts, then out through your mouth for 6 counts. Close your eyes and imagine your breath going all the way to the tips of your toes and all the way to the ends of the earth. Do you feel relaxed? When you stop, take your pulse. It should be slower than normal.

Breathing is powerful. It can change the way you feel, the way your heart beats, the way your neurotransmitters behave, and the way other activities happen inside your body. Here's why.

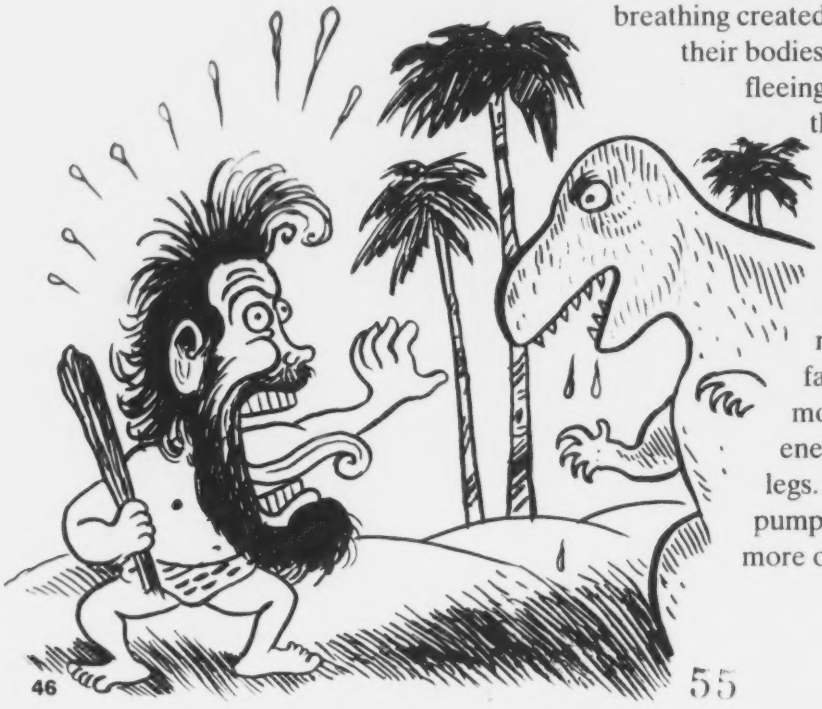
WHY, YOU DON'T LOOK A DAY OVER 9,999!

Did you ever notice that when you are in pain you tend to hold your breath and grit your teeth? That's not accidental. Holding your breath reduces the flow of oxygen to your brain. When your brain starts to miss oxygen, all of your sensations — including pain — are dulled. This is your body's way of helping you bear the pain.

You may not look like you've been around that long, but you've got behaviors that are millions of years old. Rapid breathing is one of them. When you did that first experiment and panted for two minutes, you did the first thing people always do when they are afraid. Rapid, shallow breathing is the body's automatic response to fear. It's been carefully designed to protect us from wild animals.

Wild animals?

Well, it's true we don't meet many wild animals today, but millions of years ago our ancestors did, and when they did, the animals usually weren't too friendly. To protect themselves, people needed the strength to either fight or flee. Fortunately, rapid breathing was their automatic response to seeing the beasts, and rapid breathing created several changes in their bodies that made fighting or fleeing possible. The first thing it did was to make their epinephrine and norepinephrine levels rise. You know what that does. It makes your heart beat faster — so you have more blood carrying energy to your arms and legs. It makes your lungs pump faster so you bring in more oxygen. Oxygen helps



energize your muscles. And it makes you alert, so you can decide how to handle the situation.

Weightlifters have found that they can lift up to 20 pounds more if they breathe out as they lift the iron!

This set of reactions is called the "fight or flight response" because it prepared our ancestors to either fight the animals or flee from them. While today most of us have few opportunities to meet wild animals, the fight or flight response still happens whenever we feel afraid or suddenly alarmed. That's what makes you jump out of the way of an oncoming car. It's even what makes you snap back angrily when someone says something that annoys you.

So you can see that rapid breathing is one way to increase your epinephrine and norepinephrine levels. It's not a good way to get into High Positive, though, because it increases them too much. Instead of making you feel energized and ready to perform, it makes you feel tense, nervous and ready to fight. A better way is through slow, deep breathing.

You think all this stuff about breathing is a lot of hot air? A psychologist named Sheila Sperber Haas studied 160 healthy adults and found that the way people breathe says a lot about their personalities. People who breathe rapidly and shallowly tend to be shy, fearful and insecure. People who breathe long and deep tend to be more sure of themselves and more adventurous. Scientists don't know exactly why this is so, but we do know that controlling your breath can control the way you feel. So if you want to feel more confident and secure, it makes sense to slow down your breathing and inhale deeply.

TAKE A DEEP BREATH

Slow, deep breathing shifts you into High Positive because it causes several changes in your body.

1. It makes your heart beat slow down.

2. It makes your muscles loosen.

3. It gives you just the right amount of epinephrine and norepinephrine.

As a result of these changes, you feel relaxed. At the same time, deep breathing increases the amount of oxygen in your cells, which gives you energy.

PUTTING IT TO WORK

Try the following deep breathing exercises when you want to get into High Positive or when you're feeling tense and want to relax. You can do them quickly and easily in school, during a game, out with friends, or wherever you happen to be. →

The Yawn

Do you know why you yawn? It's because your energy is low and you're not breathing in as much air as you need. So your body forces you to breathe. The oxygen you inhale gives you energy. But you don't have to wait for a natural yawn to get a shot of breath-energy. You can do it on your own.

1. Stand up.
2. Raise your hands high over your head.
3. Push your stomach out.
4. Breathe in as much air as you can.
5. Breathe it all out in a big, noisy breath.

The Belly Breath

You can do this any time, sitting or standing, but it's easiest to learn while lying down, or while standing up and bending over at the waist.

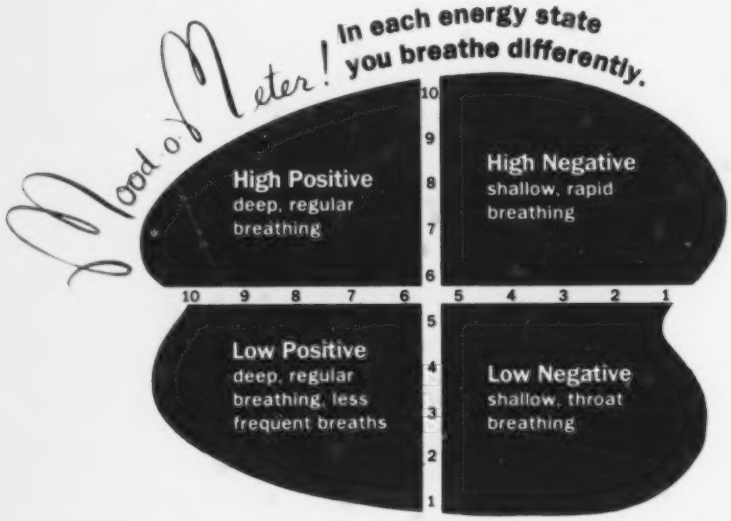
1. Lie on your back with your hands on your stomach — between the bottom of your rib cage and your belly button.
2. Push your stomach out; feel your hands rise.
3. After your hands start to rise, breathe in through your nose. "Aim" the breath at your stomach and count slowly one-two. Then aim it at your lungs and count three-four.
4. Now exhale. First breathe out the air you put in your lungs while you count one-two. Then empty out the air you put in your stomach and count three-four-five-six-seven-eight.
5. Push your stomach out and start again.

If you practice this for a few minutes each day, you'll be able to do it standing or sitting, whenever you feel tense or need to perform.

The Ha! Breath

This kind of breathing happens automatically when you laugh. (That's one of the reasons laughing is good for performance.) It also happens a lot in sports. You've seen tennis players grunt when their rackets meet the ball, or weightlifters grunt as they hoist the iron. They're getting an instant shot of oxygen-energy which relaxes them and gets them ready for their next move. You can do the Ha! Breath without lifting a tennis racket or an iron weight. In fact, you can do it while sitting, walking, running or standing still.

1. Tilt your head back and breathe in deeply through your nose.
2. Breathe out forcefully through your mouth, making a "Ha! sound while you do so.
3. Repeat it as many times as you like.



The human body can survive for weeks without eating and days without drinking, but the brain can manage for less than five minutes without oxygen!

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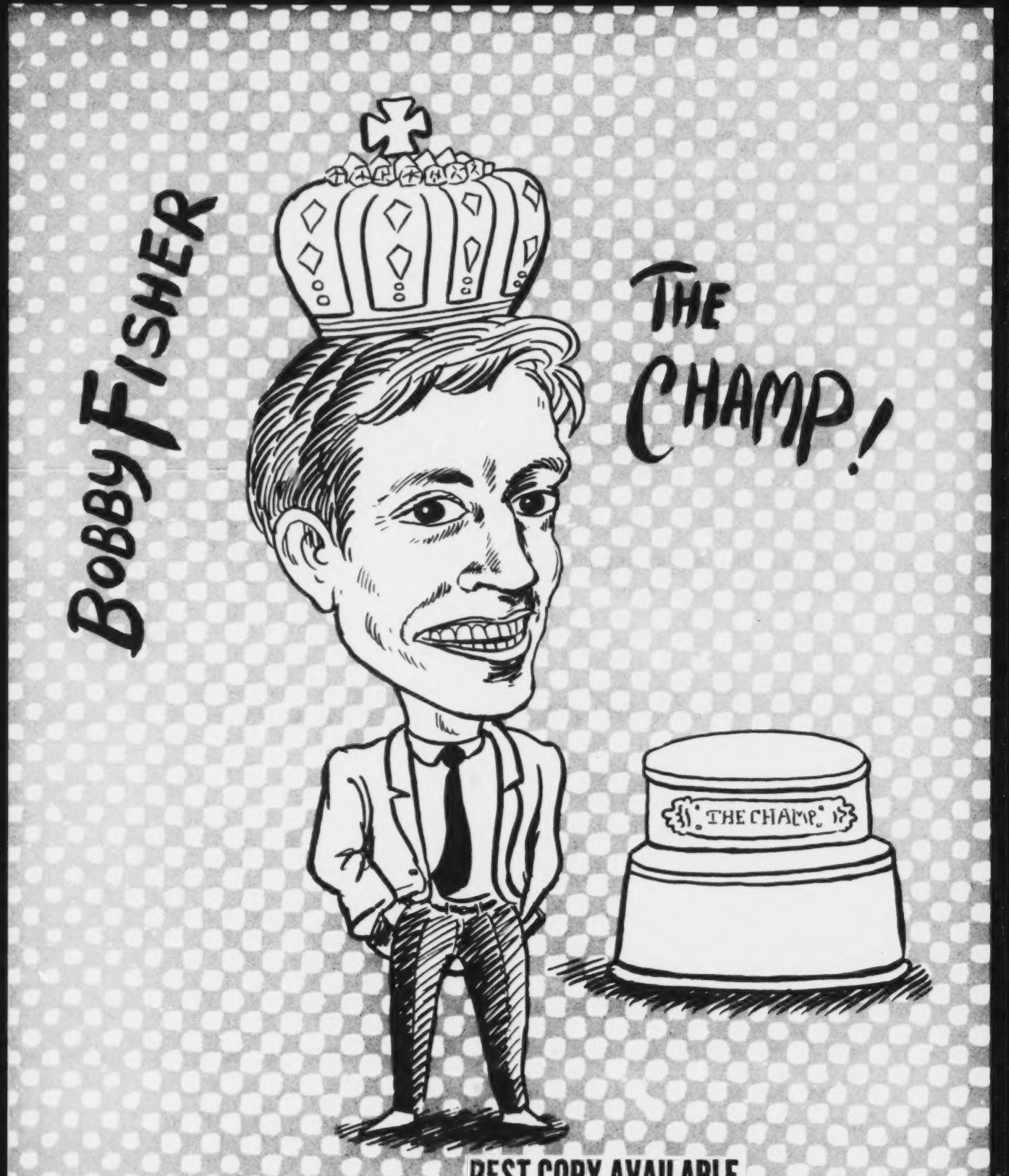

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CHAPTER 9

Tool 2:

Motion Controls Emotion

Everybody knows the benefits of exercise, right? It keeps you fit. It helps control your weight. It helps prevent heart attacks. But did you know that it also spikes your brain? Exercise is brain food. In addition to its many benefits for the body, it also makes you think more clearly.

Consider this. Bobby Fisher won the world chess championship in 1972. Now you can't imagine a game that's more brainy — and less physical — than chess, can you? After all, the players sit in one place for hours at a time. They stare at their pieces, pondering the results of different moves. The most physical thing they do is raise their hands to move a two-ounce chess piece several inches. Doesn't take much physical exercise to stay fit for that sport, does it? Or does it? Take a look at the routine Fisher followed every day before his championship match.

He started with an hour of tennis with a coach who ran him around the court until his legs felt like rubber. Then he headed to a gym where he lifted weights, jumped rope, pedaled an exercise bike and boxed with a 300-pound punching bag. Just when he was starting to feel tired, he would jump into the pool and swim laps underwater. Only after that workout would he sit down to practice chess.

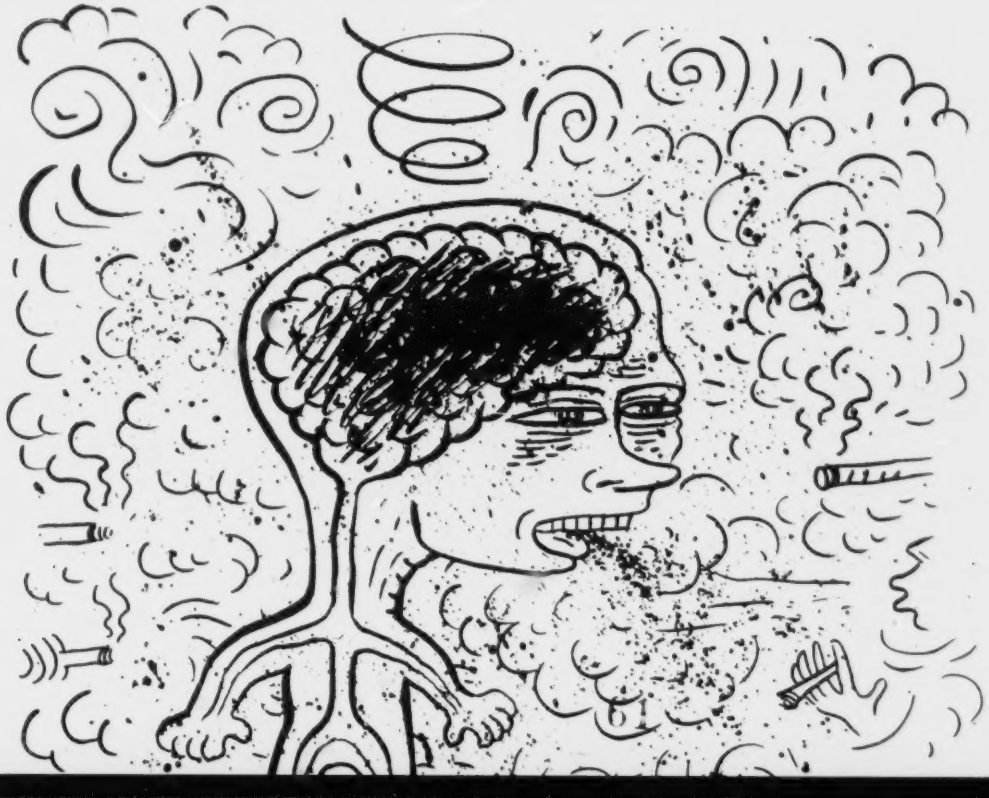
Now why did Fisher do so much physical exercise to prepare for such a mental game? Is he a quirky guy who likes to torture himself unnecessarily? Or is there some relationship between physical exercise and mental skill?

You guessed it. Physical exercise and mental skill are closely related. People who exercise regularly find that they think more clearly, can concentrate better and longer, are more creative, and have more physical and mental energy. Here's why.

BRAIN FOOD

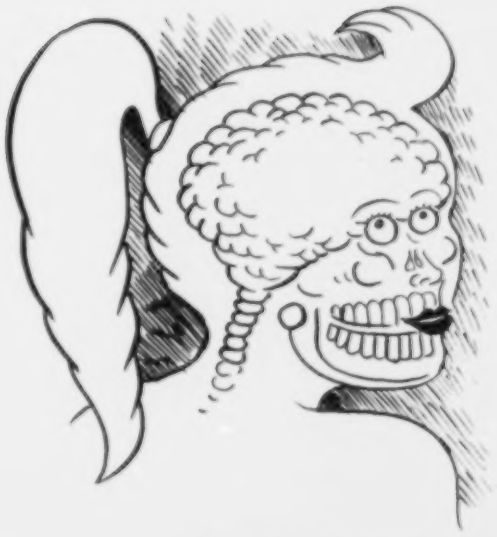
You know that increasing your supply of oxygen and glucose increases your energy level. That same fuel combination also energizes your brain.

You've probably felt the effects of too little oxygen and glucose. Have you ever been at a party with a lot of people, a lot of cigarette smoke, and very little fresh air? If so, you may have gotten a headache, or felt light-headed or dizzy. If you were to stay in that environment for a long time you might have difficulty concentrating or even understanding what people are saying. The reason is lack of oxygen. With so many people and cigarettes using oxygen and very little being brought into the room, your brain gets less oxygen than it needs. It begins to "complain" by giving you a headache. If you don't get more oxygen fairly quickly, it will gradually begin to shut down.



If you've gone for long periods without eating, you may also have felt the effects of too little glucose. The symptoms are similar: you start to feel sleepy, you may have a headache, you lose your ability to concentrate or think clearly. Without enough glucose to provide energy, your brain starts to shut down.

So one ticket to higher brain power is feeding your brain lots of oxygen and glucose. Exercise — especially aerobic exercise — is a good way to do that.



How big is your brain? It depends on how you look at it. In terms of physical size, the brain is only about 2% of your whole body. Pretty tiny. But that 2% uses 25% of the body's energy. At any one time, one quarter of all the blood in your body is in your brain.

AEROBICS

Aerobic exercise is exercise that makes you breathe deeply and regularly for an extended period of time. Running, skipping, biking, brisk walking, swimming, rowing and jumping rope are all aerobic exercises. When you do them you use the big muscles in your arms and legs, you get your heart pumping hard and fast, and you do the same movements over and over again without stopping.

By contrast, football and baseball are not aerobic exercise. The players stop and start, run and stand, throughout the game. Each time they run, their hearts pump fast; each time they stop, their hearts slow down. Aerobic exercise gets your heart beating fast and keeps it there for 15 minutes or more.

Why is aerobic exercise so good for you, and so good for your brain?

1. Aerobics strengthens your heart. Your heart is a muscle, and like any muscle, it gets stronger through exercise. Aerobic exercise makes it able to pump more blood with each contraction, which means more oxygen reaches your brain.

2. Aerobics makes your body produce more red blood cells. Red blood cells are your oxygen carriers. Most people have about 5 million red blood cells in a cubic milliliter of blood. People who do regular aerobics have about 8 million. That means almost twice as much oxygen is getting to their brains.

3. Aerobics increases your intake of oxygen. The air we inhale contains approximately 21% oxygen. The air we exhale contains approximately 19% oxygen. We keep the rest to feed our cells. People who do regular aerobics, however, exhale air that contains only 17% oxygen. Their lungs have kept twice as much oxygen for making energy.

4. Aerobics increases your glucose level. Each time you eat you bring in more glucose than your body needs right away. Your body converts the extra glucose to a chemical called glycogen and stores it in your liver. Between meals your body changes the glycogen back into glucose, mixes it with oxygen and turns it into energy. It does this at a fairly steady rate, according to how much energy you normally use. Doing aerobics increases the amount of energy you normally use. Your body gets used to the higher amount and provides a higher flow of glucose throughout the day. That means more energy going to the brain.

5. Aerobics adjusts your norepinephrine level. Norepinephrine is the neurotransmitter that controls how energized you feel. Too little and you'll be asleep. Too much and you'll be tense and angry. But just enough norepinephrine and you'll feel energized and alert. Aerobic exercise causes your body to produce just the right amount of norepinephrine to give you a good shot of energy without tension.

AEROBIC	NON-AEROBIC
fast walking	slow walking
hard biking	slow biking
running	football
swimming	baseball/softball
jumping rope	volleyball
rowing	golf
skipping	ping pong
basketball	
racquetball	
soccer	
tennis (played aggressively at the 4.0 level)	

6. Aerobics increases your endorphin level. Endorphins are the neurotransmitters that block pain and cause feelings of pleasure and relaxation. You've heard of "runners' high"? It's not a myth. Researchers believe that during aerobics your body releases endorphins which make you less aware of discomfort and pain, and help you feel happy and relaxed. Some athletes say they feel like they are floating instead of running.

7. Aerobics balances all your neurotransmitters so you have just the right amounts of each to give you maximum energy without tension. In fact, doing aerobic exercise is like owning an inexhaustible stock of powerful, mood-altering drugs. They're free, they're safe, and they're always under your control because they're part of the standard equipment of your nervous system.

So you can see the benefits of doing regular aerobics. In seven different ways it provides energy directly to your brain. That explains why Bobby Fisher spent so much time on his exercise regime. Fortunately, you can get the benefits of aerobics without going to such extremes.

AN AEROBICS PROGRAM

To get the benefits of aerobic exercise, you need to do it regularly — three to four times a week for at least 20 minutes each time. Your aerobics regime should include the following parts:

1. Warm-Up: 5 minutes

Exercising cold muscles is dangerous. Before you begin, jog slowly or walk briskly to warm up your muscles and get blood flowing through them.

2. Stretching: 5 minutes

As soon as your muscles are warm you need to stretch them. This prevents damage during exercise. Stretch slowly and gradually — until you feel the stretch but not to the point where it hurts. Hold each stretch for 30 seconds (don't bounce). You'll find you can stretch farther if you take a deep breath first.

3. Aerobic activity: 20 minutes

Run, walk briskly, bike hard, etc. for 20 minutes.

4. Cool Down: 5 minutes

Walk at a moderate pace for a few minutes to let your heart rate return to normal. Then do the same stretches you did earlier.

YOUR TARGET HEART RATE

An important component of aerobic exercise is reaching your **target heart rate**. You know how your heart beat speeds up when you exercise? Your resting pulse may be 70 or 80 beats per minute, but when you run or jump or even walk briskly, your pulse speeds up to well over 100. That accelerated heart beat is the result of your

New Diet Discovery! Thinking Causes Weight Loss!

Remember Bobby Fisher and his grueling exercise regime? In an ordinary six-hour chess game, Bobby (or any other chess professional) will lose four or five pounds. In a 12-game series, no matter how much they eat between games, they will lose at least 15 pounds. That's the effect intense thinking can have on your body. So next time someone tells you thinking isn't a physical activity, tell them they're wrong!

How to measure your heart rate while exercising: Wear a watch with a second hand. When you think you've reached your target heart rate, stop exercising hard (keep moving slowly) and immediately take your pulse by pressing gently on the artery in your neck with the flat part of your fingers. Count the number of beats in 6 seconds and add 0. That will tell you the number of heartbeats per minute. Then start exercising hard again.

heart exercising. To get the maximum benefit from aerobic exercise you want to speed your heart beat up to something called your target heart rate — the rate at which your heart is getting the maximum, beneficial exercise. Once it's there, you want to keep it there for 15 minutes. Raising your heart beat above the target rate can stress your heart. Exercising with your heart beat lower than the target rate reduces the benefits to you.

To calculate your target heart rate:

1. subtract your age from 220

2. multiply that number by .80

Example for a 16 year old:
220 - 16 = 204 x .80 = 163

This means that for a 16 year old in average shape, the target heart rate is 163 beats per minute. To get the maximum benefit from arobics, this person should exercise until his or her pulse measures 163 beats per minute and then continue exercising for 15 minutes with the heart beating at that rate. Then he or she should walk and do cool-down stretches for five minutes until the heart returns to its normal, resting rate.

INTERVAL TRAINING

Some sports researchers now believe that the best way to exercise your heart is with something called interval training. Instead of reaching your target heart rate and staying there for 15 minutes, they recommend exercising at your target rate for a minute and then slowing down for a minute, then going back up to your target rate for a minute, then slowing down for a minute. They feel this

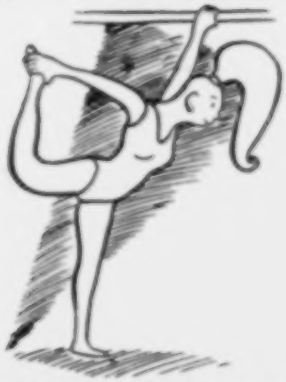
up-and-down sequence is more natural to the heart than constant beating at the target rate. You can do whichever kind of aerobics you find more comfortable. In fact you can alternate between the two from day to day.

WARM-UP AND COOL-DOWN STRETCHES

Do these stretches after warming-up and after exercising.

HAMSTRING STRETCH: Bend over and try to touch the floor. Hold for 30 seconds. Stand up and bend your knees for 30 seconds, then touch the floor for another 30 seconds.

ACHILLES TENDON STRETCH: Stand 3 or 4 feet from the wall with your palms on the wall. Keeping your body straight, bend your elbows and lean in toward the wall until you feel the muscles in the backs of your legs stretch. Hold for 30 seconds. Repeat.



THIGH STRETCH: Stand on your left leg and rest your left hand on a wall for support. Bend your right leg behind you and hold your foot with your right hand. Press your foot toward your body until you feel the muscle in the front of your thigh stretch. Hold for 30 seconds, then repeat with the other leg.

SIDE STRETCH: Put your arms over your head and lean first to one side, then the other. Hold on each side for 10 - 15 seconds.

I know aerobics is good for me. But I just can't do it because...

1. *I don't have enough time. I get up at 6:00, I barely have time to shower and dress before I leave for school. Some days I don't even eat breakfast. Then I'm in school all day. When am I supposed to exercise — between 2nd and 3rd periods? Then after school I have band practice, or basketball, or yearbook, or a job. By the time I get home, it's time for dinner. Then I have to do homework. By that time I'm exhausted and it's time for bed. I barely have time to see my friends, never mind do an aerobics program.*

Paul Sandoz, 17: "I have a job after school so I didn't think I'd have time to do aerobics. But instead of taking the bus to my job, I've started running."

Tanya Williams, 18: "I try to run both weekend days, then I just have two school days to worry about. Then I try to run right before dinner."

Sandra Collins, 16: "If I leave the house ten minutes earlier in the morning I can do a fast 20-minute walk to the bus stop."

Kimiko Tanaka, 15: "It's easy! I just take an aerobics class at school!"

2. *I don't have the energy to exercise after everything else in the day.*

Keesha Spawlding, 14: "I can't run after school. I'm too tired! So I run early in the morning. Then by 8:00 it's all over!"

Richard Martinez, 16: "This sounds dumb, but even when I'm tired in the afternoon I look forward to exercising because I know I'll feel better afterward."

Rebecca Soderstrom, 15: "Even when I'm real tired, I forget about it once I start exercising. I just focus on getting through the 20 minutes, and then, once it's over, I feel great."

3. *I've tried before, but I just can't stay with it.*

John Vanden Heuvel, 17: "What helps me stick with it is that I run with a friend. On mornings when the last thing I

want to do is get out of bed and run, I know Steve's out there waiting for me..."

Anita Switzer, 15: "This is embarrassing, but what makes me exercise every day is that I'm addicted to Oprah Winfrey. I jump rope in front of the TV every day at 4:00."

Paul Chan, 16: "I finally figured out how to do it so it doesn't feel "extra." I do a real fast 20-minute bike ride home from my job every day."

EXERCISE TIMETABLE

5 minutes	warmup stretches
5 minutes	begin aerobic workout; take pulse after 5 minutes. it should be at target rate
15 minutes	aerobic workout with heart at target rate
5 minutes	cool-down exercises

4. *I know it's good for me, but I just don't like it.*

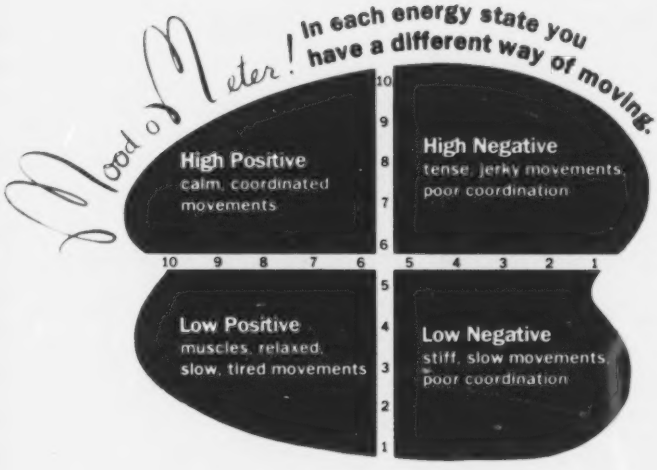
Jemal Williams, 16: "I go to a basketball court near my house every day and play real hard for about an hour. It feels like I'm having fun, but it's a lot of exercise."

5. *I get enough exercise already.*

Pete Delman, 17: "I play a lot of sports and I'm in pretty good shape. But since I've been doing aerobics, I don't get out of breath and I can play longer."

Maria Romero, 17: "I waitress at night. It's hard work and I used to be tired in school every day. But then I started doing aerobics at school. Now I have more energy and I'm more awake in my classes."

Jennie Westerheim, 16: "Aerobics keeps my stress level down in a way other sports don't."


Mood o Meter!
In each energy state you have a different way of moving.
High Positive
calm, coordinated movements
High Negative
tense, jerky movements, poor coordination
Low Positive
muscles, relaxed, slow, tired movements
Low Negative
stiff, slow movements, poor coordination
10 9 8 7 6
5 4 3 2 1

WARNING!

Do not expect to reach your target heart rate the first several weeks of your aerobics program. Begin by exercising slowly, at a speed that is comfortable. Forget about "no pain-no gain." Exercise should not hurt. You should be able to carry on a normal conversation while doing it. If you can't, slow down! As you build strength and stamina, gradually increase your speed. As you do, your heart rate will also pick up. After a few weeks you should be able to reach your target heart rate comfortably.

CROSS-TRAINING

Exercise should be fun; otherwise you won't want to do it. Many athletes keep their exercise programs fun by doing cross-training. They switch from one sport to another every day (or even within one exercise period) to keep themselves from getting bored.

You might try biking one day, running the next, swimming the third, and then going back to the beginning of the cycle. Or, if you exercise indoors, you might try running in place for ten minutes and then jumping rope for ten. You can pick your activities and your time slots. Just keep your heart near its target rate for 15 consecutive minutes and have fun.

TIPS ON CREATING AN EXERCISE REGIME

1. Start slowly. Work gradually up to your target heart rate.

2. Don't make it hurt. You should feel comfortable while you do it.

3. Listen to your body: if it's sore or tired, take a day off. Or switch to a different type of exercise. Running can be hard on the knees, hips and ankles. If yours start to feel stiff or sore, switch to a low-impact form of exercise like swimming or brisk walking.

4. Have fun! If exercising isn't fun, you won't do it. So find a way to enjoy it.

► Do it with a friend.

► Make it fit easily and naturally into your schedule so you don't feel crazed about making time for it.

► Do something you enjoy. Don't force yourself to run if you hate running. Swim, bike or walk briskly instead.

► Find things to like in the routine: enjoy being outside, enjoy the fact that it's a break from your worries and homework; enjoy the fact that it only lasts for 20 minutes and then you get to feel virtuous for the rest of the day!

QUICK-FIX: THE SHORT TERM BENEFITS OF EXERCISE

In addition to its long-term benefits, exercise provides some attractive short-term bennies. It's a great way to release tension when you're feeling angry, depressed, frustrated or nervous, and it provides a healthy shot of energy when you need to perform.

Imagine this:

You're nervous. You have to tell a friend that he or she did something you didn't like. You're waiting for him or her to show up and you're practicing what you're going to say. At least you're trying to practice. The trouble is, each time you try to focus your mind goes blank. You wish you didn't have to go through with this.

You consider:

☐ *leaving before your friend arrives*

☐ *pretending that nothing happened*

☐ *hiring someone to do it for you while you watch from across the street.*

You're late. You have to be somewhere at 4:00 and you haven't left yourself enough time. You start hurrying toward the bus stop. Suddenly you see the bus pulling up. You start to run. But just as you reach the back door, the front door closes and the bus takes off... It's going to be 20 minutes before the next bus comes. Now you're going to be really late.

It makes you want to:

☐ *scream*

☐ *hurl yourself on the ground and throw a tantrum*

☐ *hurl yourself in front of an oncoming car and spare yourself the pain of the rest of your life.*

In situations like those, people consider doing some pretty unrealistic things. After all, you need to do something to release the tension. When you feel angry, frustrated, nervous or depressed, your whole body tenses. That's why your first impulse is often to strike out — to hit something or throw something across the room. That's your body's way of releasing tension. Of course, there's a down side to that. Your tension may be gone, but you'll be left sucking your bruised knuckles or paying for a broken window. So you might want to choose another option for releasing tension. One that's equally effective — but less risky — is exercise.

The beauty of exercise is that it releases physical tension and your emotional tension disappears, too. Go for a run when you're feeling depressed or angry, and you'll come back mellow and tension-free. Do an energetic bike ride when you've heard bad news, and the endorphins you release while riding will make you relaxed and able to cope. Your problem will still be there when you return — but you'll be in a much better frame of mind for handling it.

"This guy I really liked broke up with me. It killed me. And my best friend was away; I couldn't even call her. I had to do something, so I went for a run. I don't even like running, but when I got back I felt better. I was still sad, but I wasn't so devastated by it."

QUICK FIX II: THE EXERCISE ENERGY BOOSTER

Exercise also comes in handy when you need a quick shot of energy.

You're sitting in English class. The teacher has given a writing assignment and the blank paper is staring you in the face. Try as hard as you might (which isn't all that hard), you just can't bring yourself to start thinking about it. There's nothing really hard about the assignment. You know if you buckled down you could do it. But somehow, that bird pecking at the window sill keeps distracting you. So do the fingers of the girl in front of you twirling her hair. Actually, a short nap right now would feel pretty good. But, oh yeah, you've got to do that English assignment...

You need exercise! A quick bout of exercise will get your mind going and your energy level pumped up. It will cause you to breathe deeply, inhaling oxygen to stimulate your brain, and it will release endorphins and norepinephrine to give you energy without tension.

Now obviously in many situations you can't just jump up and head out for a run. But there are discreet, 20-second exercises you can do while sitting at a desk or standing in the hall that won't attract attention. Or, you can duck into a bathroom for 20 seconds if you want more privacy. Next time you're feeling tense in public try one of these:

The Shrug

1. Clench your fists and tense your arms and legs.
2. Shrug your shoulders as high as they will go. Hold that position for 10 seconds.
3. Close your eyes and imagine that massive lead weights have been placed on your shoulders. To let them off you have to lower your shoulders very slowly.
4. Repeat.

The Squeeze

1. Cross your arms around your chest.
2. Exhale, and squeeze all the air you can from your lungs. Squeeze as hard as you can.
3. As you squeeze, bend forward at the waist and squeeze to a count of eight.
4. Now relax your arms and start to inhale. As you inhale, stretch your arms up over your head, reaching as far as you can.
5. Repeat 3 times.

Desk Isometrics

Isometric exercises are exercises in which you push against something that resists you. Your muscles tense as they work hard to push. Then they relax as soon as you stop pushing. Isometrics are great invisible desk exercises.

1. Put your palms flat on your desk and push down as hard as you can.
2. Put your hands under your chair and pull up as hard as you can.
3. Push against the inside of your desk with your legs.

If you're in a place where you can move freely, try running in place or jumping an imaginary rope for two or three minutes. You'll be amazed at how clear-headed you feel afterward.

EXERCISE/PERFORMANCE MONITORING CHART

One of the great things about exercise is that it works immediately. As soon as you start exercising regularly, you'll feel the effects — more energy, more positive feelings and less tension. Those three things should have a noticeable effect on your performance.

You can use this chart to monitor how exercise makes you feel and perform each day.

For each question, rate yourself on a scale of 1-3.
1 = below average, 2 = average, 3 = above average.

Week of:	Sun.	Mon.	Tue.	Wed.	Thur.	Fri.	Sat.
How hard did I exercise today?							
Was it fun?							
What was my energy level before exercise?							
What was it after exercise?							
What was my mood before exercise?							
What was it after exercise?							
What was my stress level before exercise?							
What was it after exercise?							
How was my overall performance today?							

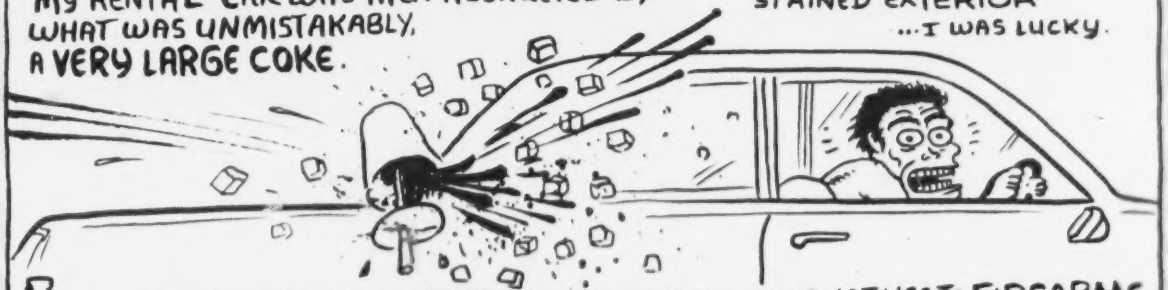
DRIVE BY BIG GULP

AND OTHER ALTERNATIVES TO FREEWAY VIOLENCE

By MICHAEL DOUGAN

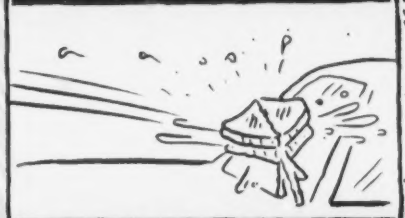
ON A RECENT VISIT TO LOS ANGELES, I WAS THE VICTIM OF A DRIVE-BY BIG GULP. I MADE A LAST-MINUTE LANE CHANGE AT A YELLOW LIGHT, CUTTING OFF ANOTHER MOTORIST. MY RENTAL CAR WAS THEN ASSAULTED BY WHAT WAS UNMISTAKABLY, A VERY LARGE COKE.

IT COULD HAVE BEEN MY LIFE. INSTEAD OF SHATTERED GLASS AND A BLOOD-STAINED INTERIOR, I HAD STICKY GLASS AND A COLA-STAINED EXTERIOR ...I WAS LUCKY.

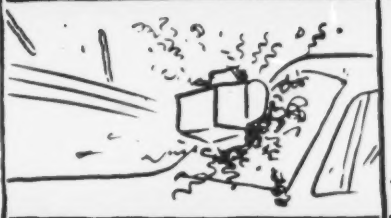


IN THE INTEREST OF HEALTH AND SAFETY, CONSIDER THESE ALTERNATIVES TO FIREARMS.

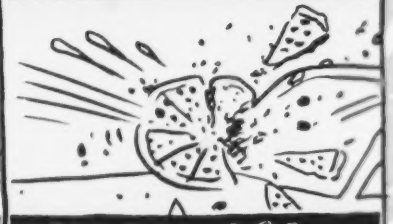
DRIVE-BY GRILLED CHEESE SANDWICH



DRIVE-BY PHAD-THAI



DRIVE-BY LARGE PIZZA



DRIVE-BY BEAN AND CHEESE BURRITO

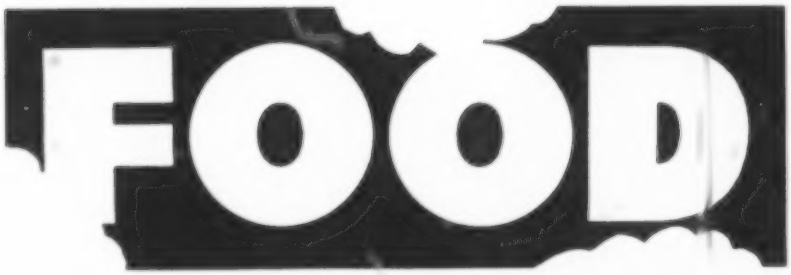
DRIVE-BY ROAST CHICKEN

DRIVE-BY ENTIRE BAG OF GROCERIES

NOTE: TO THE PORSCHE DRIVER - I'M COMING TO LOS ANGELES SOON. I'LL BE LOOKING FOR YOU.

CHAPTER 10

Tool 3:



Food Makes Your Mood

DIRECTIONS (on the cartoon on the opposite page):

1. Put an X next to the foods you would eat if you wanted to lose weight.
2. Put a Y next to the foods you would eat if you wanted to gain weight.
3. Put a Z next to the foods you would eat if you wanted to do well on a math test.

Stumped you there! You didn't think there were foods for math tests, did you? Well, there are. There are also foods for science tests, for history tests and for surprise quizzes. There are even foods that will stop you from drifting off in English class so that when the teacher calls on you you don't have to say, "Uh, gee, Miss Peabody, I guess I wasn't listening."

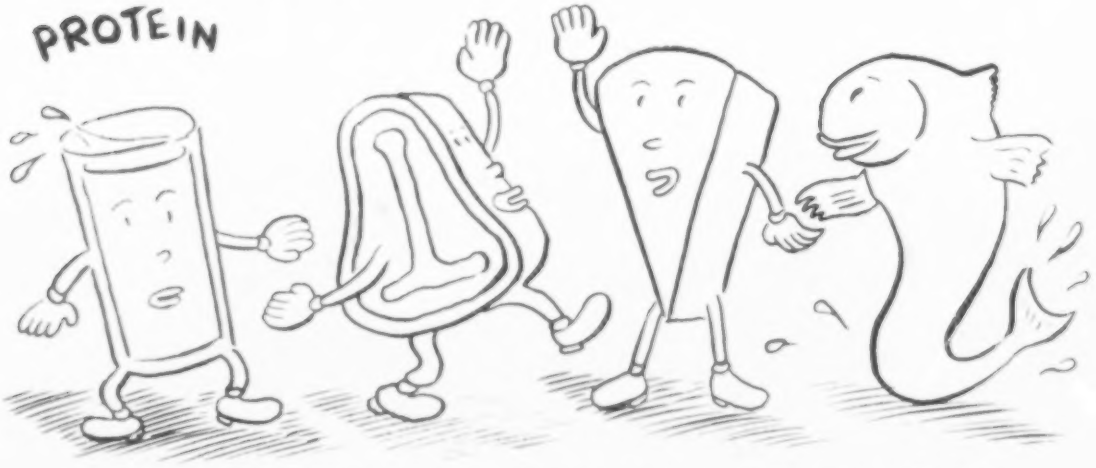
How can food help in those situations? Certain foods help you stay alert because they give you energy and help you feel relaxed. In other words, they help put you in High Positive. To understand why, you have to understand what happens when you eat.

The food you eat is used for two purposes:

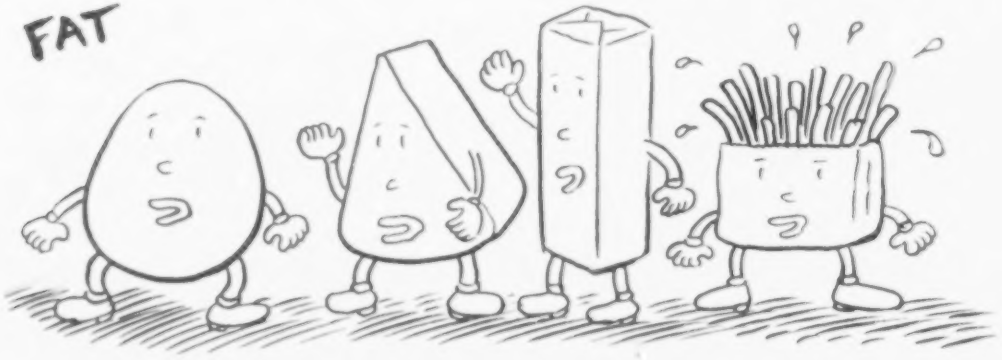
1. to build and repair your body, and

2. to provide energy to make your heart pump, your lungs inflate, your muscles contract, and all your body systems go.

Not all foods are used the same way, though. We eat primarily three different kinds of foods — proteins, fats and carbohydrates — and each of these is used by the body in a different way.



Proteins are used mainly to build and repair body tissues. Because your body doesn't store protein, you need to feed it protein regularly. But it doesn't need much. Two ounces — or less than the amount of meat in a Big Mac — is all teenagers need each day. Adults need even less since they are no longer growing.



YOU EAT IT, YOU WEAR IT

Fats help our bodies absorb vitamins from other foods. We need very little fat to do that — one tablespoon a day would do it. Unfortunately, most people eat much more. Just one serving of french fries, for instance, contains several times more fat than you need in a day.

So what if you eat a little extra fat? *(Forget it. I'm not giving up french fries!)* The problem with eating fat is that it's fattening — much more fattening that eating proteins or carbohydrates. It's also dangerous because it leads to heart disease.

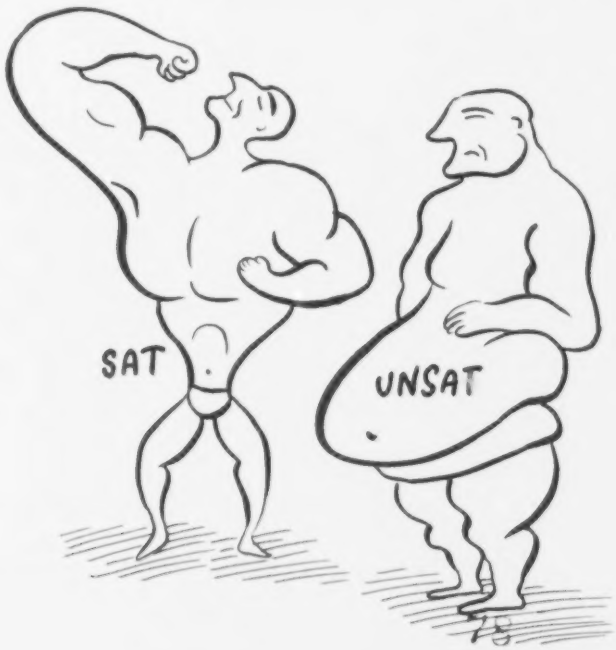
ANIMALS, VEGETABLES AND CHOLESTEROL

There are two kinds of fats: saturated and unsaturated. *Saturated fats* come from animals. They include beef fat, chicken fat, butter, cream and dairy products. These fats contain cholesterol, a fatty substance that builds up in your arteries, clogging them and impeding the blood flow. To compensate, your heart works overtime. This stresses the heart and causes disease.

Unsaturated fats come from vegetables. They include vegetable oils (like corn oil, olive oil and peanut oil), margarine and mayonnaise. These fats do not contain cholesterol, and are healthier for you than animal fats. But that doesn't mean you should eat a lot of them. To be healthy, you should eat as little vegetable fat as possible and you should avoid animal fats altogether.

A FLABBY PERFORMER

Eating fat doesn't do much for your performance either, because fat is hard to digest. Fatty foods sit in your stomach for a long time while your body works to



WHAT'S YOUR DAILY "FAT" SCORE?[1]

To get a handle on how much fat you're eating each day, use this chart. For each thing you eat that's on this list, give yourself the appropriate score. To be healthy, your total daily score should be 10 or less.

Foods equal one average-size serving

MAIN DISHES

5	beef, pork, lamb, ham, hamburgers, cold cuts, hot dogs, and other meats
5	macaroni and cheese
5	pizza
5	lasagna
5	chili, beef stew
4	spaghetti with meat sauce
2	fish
1	chicken, turkey
1	peanut butter
1	sauces and gravies
0	salad dressing

DESSERTS

4	any dessert with whipped cream
4	custard, rice pudding, bread pudding
4	custard and cream pie
4	danish pastry
4	cake, cheese cake
3	ice cream
2	doughnut
2	sweet roll, coffee cake
2	fruit pie
2	cupcake
2	pudding
2	chocolate, candy bar
1	muffin
1	brownie, cookie
1	fudge sauce
1	snack crackers
1	ice milk, sherbet

DAIRY PRODUCTS

3	whole milk
3	cheese
2	butter (1 tsp.)
2	2% milk
2	yogurt
2	cottage cheese
2	sour cream
0	skim milk

VEGETABLES

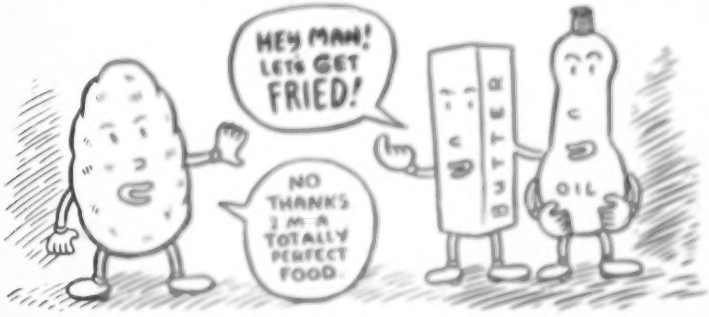
2	french fries (20)
2	hash browns
2	breaded, fried vegetables

MISCELLANEOUS

5	egg (1)
2	waffle, french toast, pancakes
1	margarine
1	potato chips, corn chips
1	nuts other than walnuts (2 oz.)
1	walnuts, sunflower seeds (1 oz.)

To cut down on FAT, eat very little of the following things:

fried foods (including french fries	butter	sour cream	processed meat (hot dogs, bologna, luncheon meat, sausage)
chips	ice cream	red meat	
baked goods	granola	salad dressing	
whipped topping	instant meals	cream soups	coffee whitener
	snack foods		



digest them. That means energy is going to your stomach — instead of to your head and muscles — for several hours after you eat. For that reason, a greasy burger before an important performance is no ticket to success.

Unfortunately, avoiding fatty foods isn't always easy because a lot of the fat we eat is invisible. It's hidden in cakes, cookies and pies which have a lot of butter baked into them; in hot dogs, bologna and other processed meats which are cooked with lard; in french fries and potato chips, which are fried in oil; and in other foods we don't think of as fatty.

[1] adapted from *Jane Brody's The New York Times Guide to Personal Health*, Jane Brody, Times Books, 1982

Carbo Loading

Have you heard the expression "carbo-loading?" It's what athletes do before a game or a race. They load up on complex carbohydrates — usually pasta and bread — because those foods give a long-lasting supply of energy that will see them through the event.

* * *

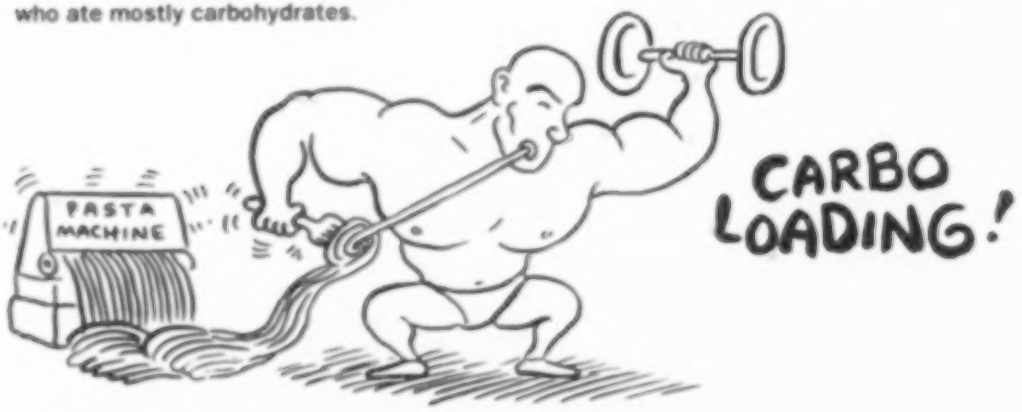
Scientists studied the diets of athletes and then gave the athletes standardized tests. They found that those who ate mostly protein and fats scored only half as well as those who ate mostly carbohydrates.

CARBOHYDRATES

Carbohydrates come in two forms, and one is a lot better for you than the other.

Simple carbohydrates are, generally, things that taste sweet: cookies, cake, candy, soda, and other things that contain lots of sugar. If you guessed that those are the ones that aren't so good for you, you're right.

Complex carbohydrates are foods that are made up of natural sugars but don't taste

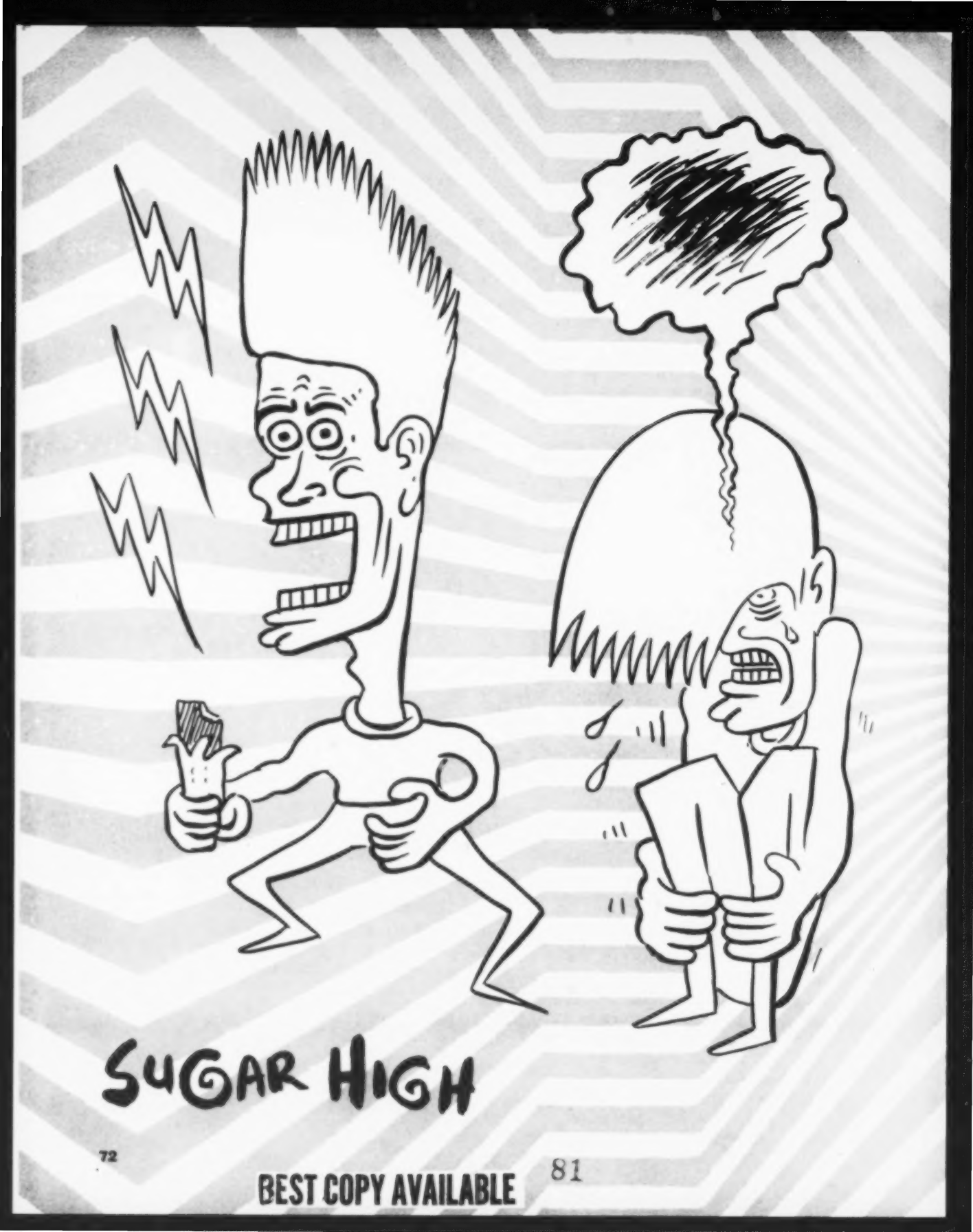


Potatoes 4; French Fries 0

Potatoes are a super-food. They convert easily to glucose to give you lots of energy. They are also low in calories, low in fat, and high in nutrients. An adult could get almost all the nutrients he or she needs in a day from one plain potato. Slice that spud up and deep-fry it, though, and watch its value fizzle. Deep-frying destroys many of the vitamins and nutrients, and adds huge amounts of fat. Whereas a plain potato has approximately 130 calories, 20 french fries have 260 calories, and 70% of those come from fat.

sweet. They include rice, pasta, corn, beans, bread, potatoes, fruits and vegetables. They are low in calories and low in fat, and inside your body they break down easily into energy-building glucose. They are the perfect "high-energy" food.

Complex carbohydrates also cause your body to produce serotonin. That's the neurotransmitter that makes you feel relaxed. Between high energy and relaxation, complex carbohydrates put you well on your way to High Positive.



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The Truth About the "Sugar High"

Sugar gives you quick energy for about 20 minutes while it is broken down into glucose. But sugar makes your glucose level rise too fast. To fix that, your body manufactures a chemical called insulin which causes your glucose level to drop — and drop — and drop. The result is that your glucose level goes way down — lower than it was to start with — and it takes your energy level right along with it. Your short-lived "sugar rush" is followed by a "sugar low," during which you have less energy than you had before.

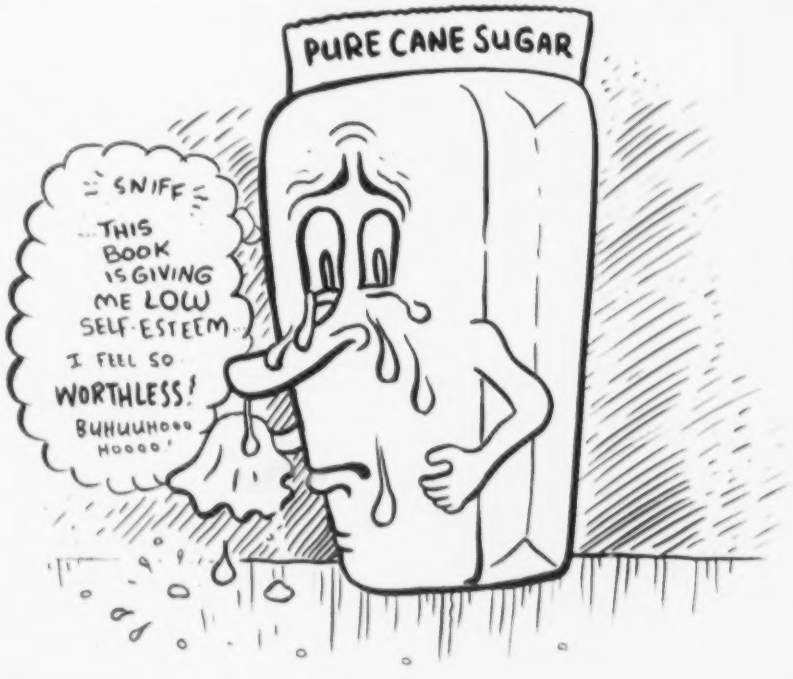
Hypoglycemia is a disease in which people can't maintain enough glucose in their blood. Without medication, they are listless and depressed. Your body's reaction to eating a lot of sugar can give you the symptoms of hypoglycemia.

SUGAR: FEEDS THE MUSCLES, STARVES THE BRAIN

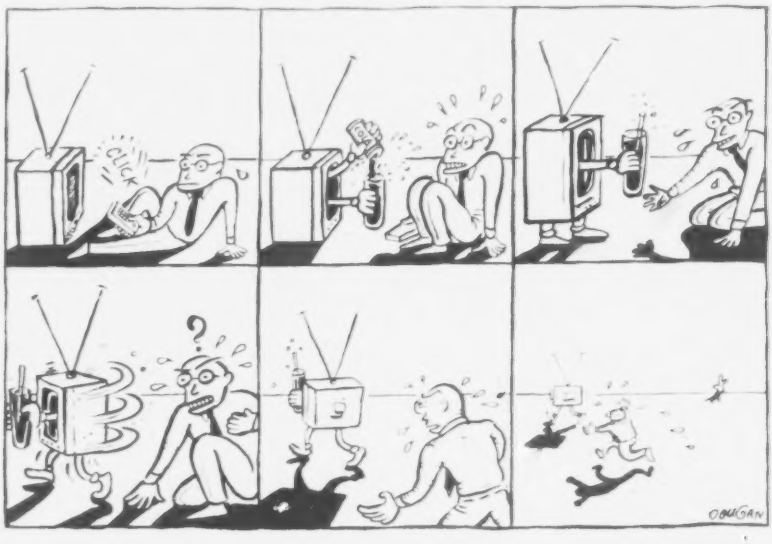
Does sugar really deserve its bad rap? Unfortunately, it does.

- It causes cavities because it sticks to your teeth and dissolves the protective enamel.
- It makes you gain weight because it is high in calories.
- It tends to replace other — healthy — foods in your diet so it gives you "empty calories" with no nutrition.

Nutritionally speaking, sugar serves absolutely no purpose. Your body just doesn't need it. Although it is very similar to glucose (which is, itself, a form of sugar) your body doesn't even need sugar for energy because it has a much better source of energy in complex carbohydrates.



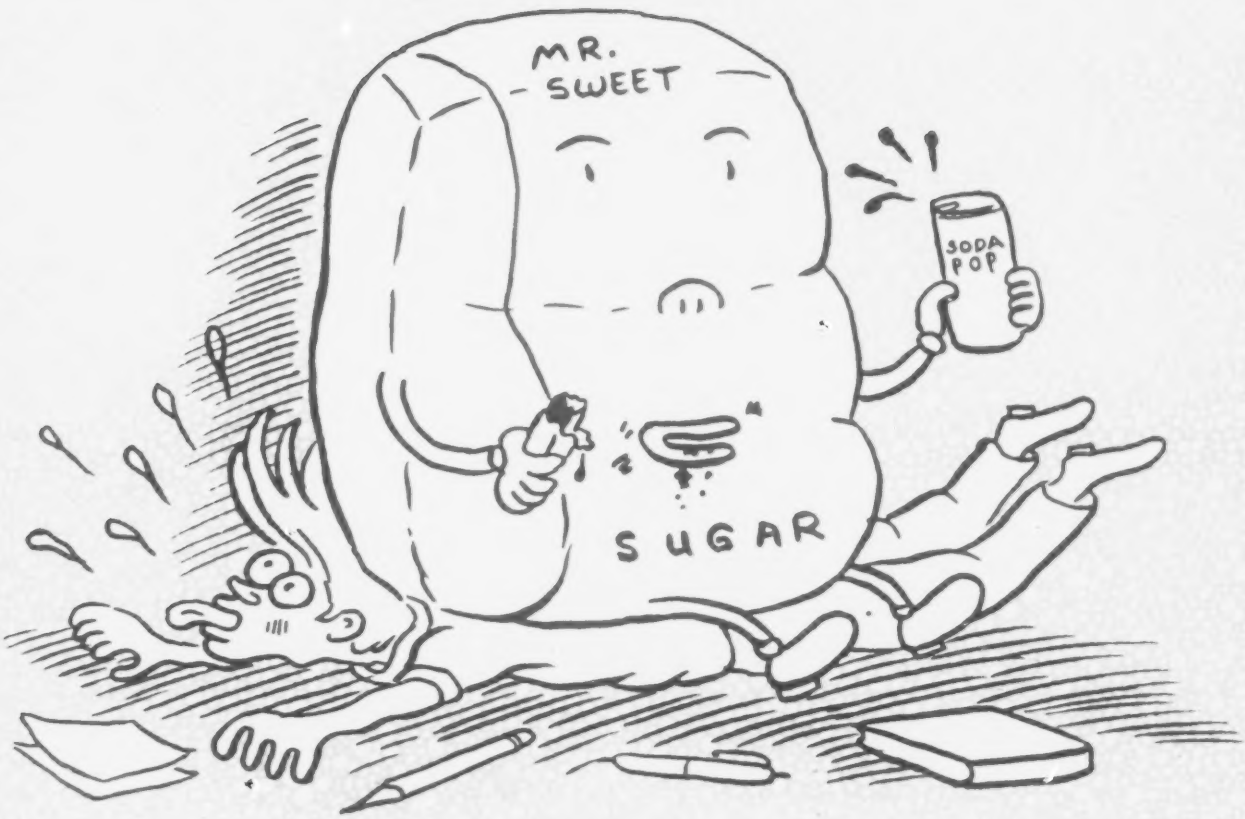
Some people say that sugar is good for "quick energy" because it breaks down quickly into glucose. They're partly right. Sugar does give you a quick burst of energy for that reason, but the energy doesn't last more than 15 or 20 minutes. It's not so much an energy boost as a short-lived "sugar rush." No sooner do you feel it, than it's gone. Complex carbohydrates, on the other hand, break down more slowly into glucose. Instead of overloading your system with more than it can handle, they feed a steady stream of glucose into the blood for a long-lasting energy supply.



In one day, the average American eats ⅓ of a pound of sugar. That comes out to 128 pounds of sugar a year, or close to the average person's total body weight!

Not me, you say? I don't eat ⅓ of a pound of sugar a day. Hopefully you're right. But before you gloat too much, consider this. Most of the sugar we eat is invisible. We're not aware we're eating it. That's because sugar comes not only in cakes and candy bars and soda; it also turns up in places where you'd least expect it — like packaged soups, salad dressings, ketchup, peanut butter, "unsweetened" cereal, and other non-sweet items. In fact, 70% of the sugar we eat is "hidden" in packaged foods. Start checking labels. You'll be surprised. It's more unusual to find a product without sugar than with it.

Just one can of regular soda contains approximately 12 teaspoons of sugar.



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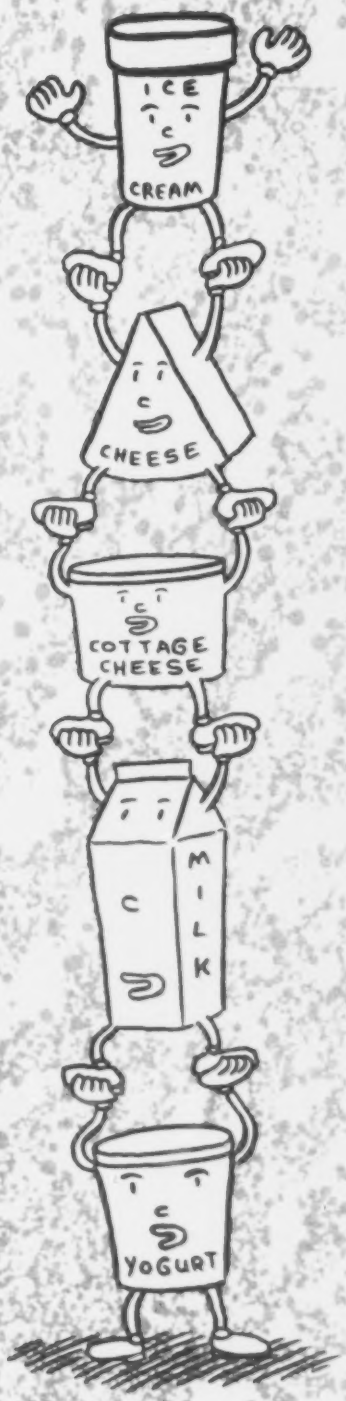
THE 4 FOOD GROUPS

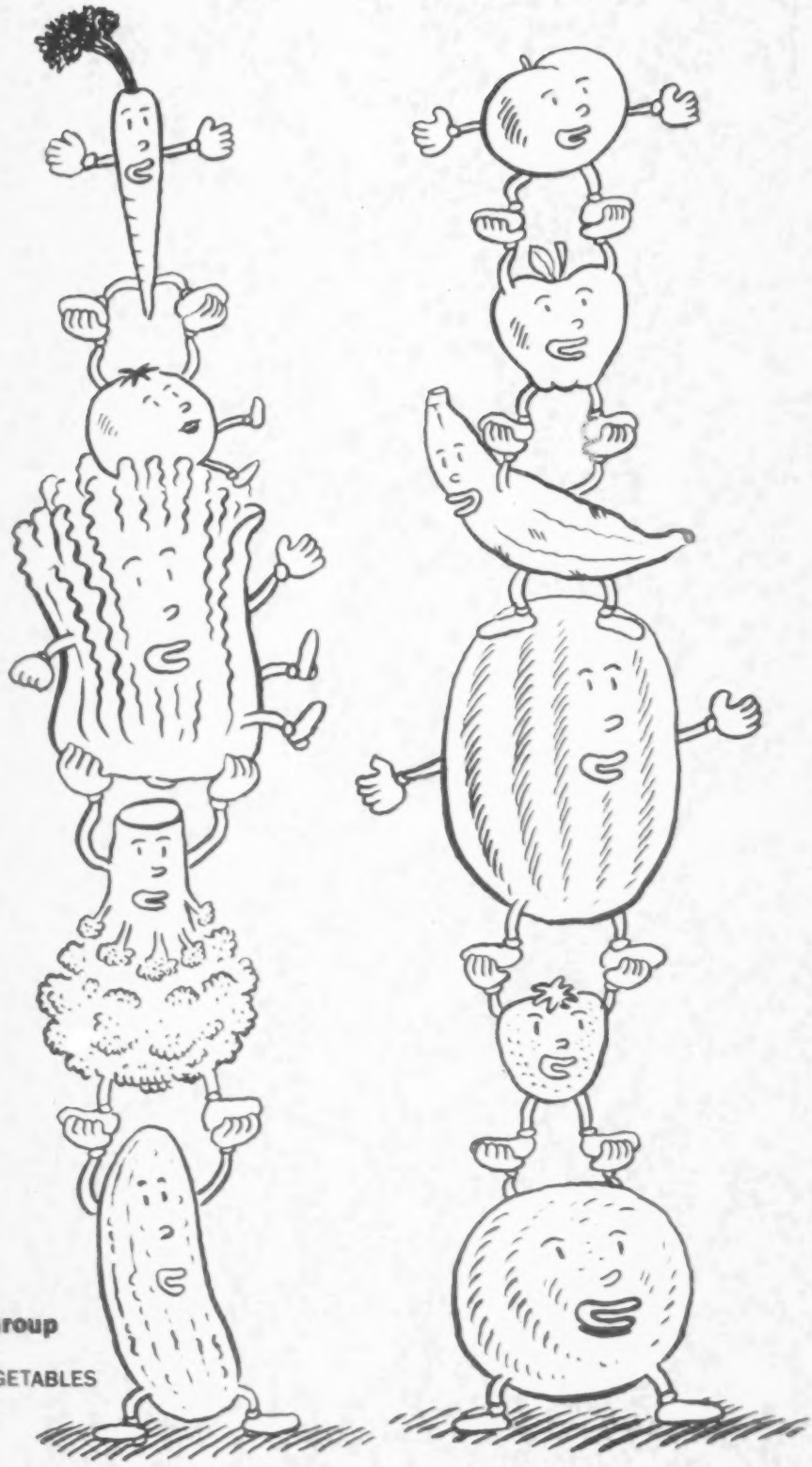
Remember these from 3rd grade? They're still around. What's more, they're still important. Your daily diet should include food from all four groups.



MILK GROUP

Milk Group
MILK
YOGURT
CHEESE
COTTAGE CHEESE
ICE CREAM

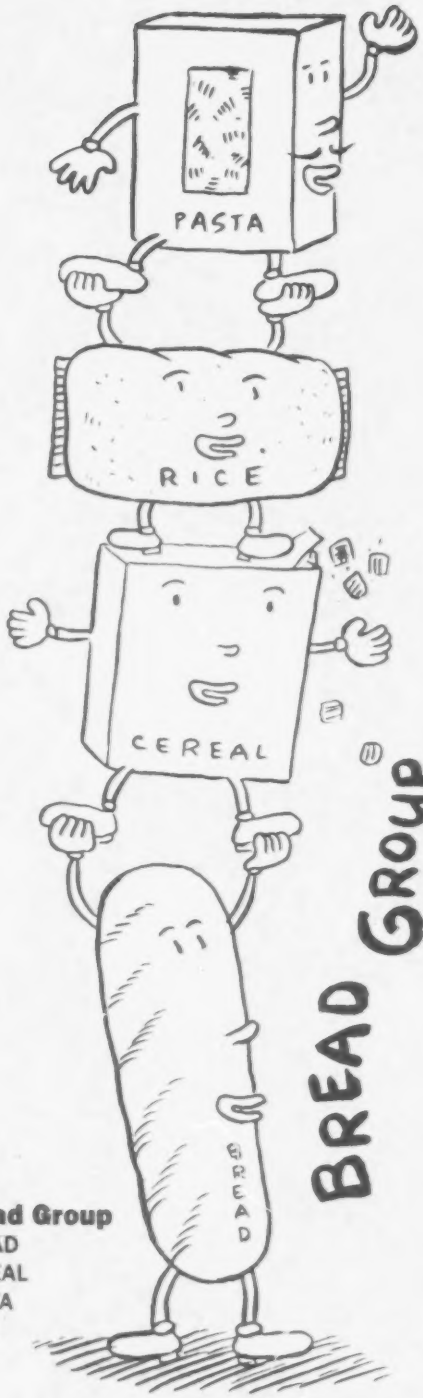
Fruit and Veggies Group



Fruits and Vegetables Group
YOU GOT IT:
FRUITS AND VEGETABLES

MEAT GROUP

Meat Group
MEAT
FISH
CHICKEN
EGGS
BEANS
NUTS
PEANUT BUTTER
HARD CHEESE



BREAD GROUP

Bread Group
BREAD
CEREAL
PASTA
RICE

THE NON-PERFORMANCE DIET

Are you starting to get a sense of how foods can affect your performance? In ways you're not even aware of, your daily diet has a big impact on how alert you are, how well you concentrate, how much mental and physical energy you have, even on what kind of a mood you're in. Let's look at a "typical" teenager's diet and see how it affects that person's performance. Most people have days when they eat "right" and days when they don't. We'll take a look at both.

ON A "GOOD" DAY

BREAKFAST

cereal
toast
orange juice
lowfat milk

LUNCH

(Are you kidding? In most schools, when you eat the school lunch there is no such thing as a good day!)

SNACKS

apple
cookies
lowfat milk

DINNER

fish or chicken
a vegetable
bread
potato
lowfat milk
fruit

ON A "BAD DAY"

BREAKFAST

soda pop
maybe a donut

LUNCH

school lunch: usually meat (sometimes unidentifiable), gravy, potatoes or noodles, bread, a small salad with a lot of dressing, milk

SNACKS

chips
soda pop
cookies
soda pop
candy bar
soda pop

DINNER

fast food
ice cream

The "good day" diet is not bad. It's balanced; it's relatively low in fats and sugar; and it has lots of complex carbohydrates. But the "bad day" diet is... well, it's not exactly the diet of champions. Here's what happens when you eat it.

7:00

You get up, you get dressed, but there's no time for breakfast because you're running late. Instead, you grab a soda on your way to school.

8:00

The soda goes to work on your empty system. You get a 20-minute sugar high, followed by a sugar low. You're in Low Negative by the time first period starts.

10:00

You're starving. With no food in your system, your body has had to break into its supply of stored glucose to give you any energy at all. To do that it has had to pump in epinephrine. Epinephrine is the "fight or flight" chemical. It makes your breathing short and shallow, your pulse race, and makes you feel nervous. So, in addition to having embarrassing stomach noises, you're in High Negative just in time for second and third periods.

Noon

You eat that wonderful school lunch. Today it's meatloaf, gravy and mashed potatoes. (There's something else on the plate, too, but you're not sure what it is.) You wash it down with a glass of milk.

1:00

Your body is busy digesting the meatloaf with its fatty gravy. It takes a lot of energy to digest a big fat- and protein -heavy meal — energy that could be going to your fifth period class. Instead, you're getting sleepy.

3:00

School's out. You're tired. Time for a snack. So you grab a soda and chips with friends. Unfortunately, instead of giving you energy, the chips rob you of energy because your body has to work hard to digest all the fat. Of course, you don't notice that at first because you're "high" from the sugar in the soda. But after about 20 minutes, the sugar low takes over. You have about as much energy as a slug, and you're in a bad mood to boot.

5:00

It's not time for dinner yet but you're getting hungry, so you pop another soda. Whoops. Here comes that sugar low just when you're starting your homework.

6:00

Your parents are out so it's fast food for dinner. Inhale those drumsticks! There's a little bit of protein there (you *can* see the chicken, can't you?) but the dinner is mostly fat. It's certainly much more fat than you need in a day — and probably more than you need in a week. It's also going to take a long time to digest. That means the energy that could be going to after-dinner activities will instead be handling the mass in your stomach. And since you don't need all that fat, most of it will lodge in your arteries or around your waist.

8:00

Time for a snack: more chips. More fat. Enough said.

We said it wasn't a diet of champions, and now you can see why. A diet like that can take a kid who is a champion and put him or her on the bench for the rest of the season. It's enough to turn an A student into a B or C student, and make any kind of performance a heck of lot harder.

So, if that's not the way to eat your way to success, what is?

THE PERFORMANCE DIET

1. Eat lots of complex carbohydrates.

2. Eat moderate amounts of protein.

3. Eat very little fat.

4. Eat very little sugar.

5. Eat foods from all four of the food groups.

6. Eat 5 small meals a day instead of 3 big ones.

Eat 5 meals a day? Right. What am I supposed to do? Eat between classes?

Melissa Schaeffer, 16: "I bring a bran muffin and an apple with me to school. I usually eat one between second and third periods and one between third and fourth. Then when I get home I sometimes eat another muffin and a yogurt, or some fruit and toast."

Bruce Williams, 16: "I always get real hungry during third period and I don't have lunch until fifth, so I bring a sandwich from home and eat it on the way to my fourth period class."

Mike Cameron, 17: "I have to go to work right after school, so I don't really have time to sit down and eat. So I pack a couple of sandwiches and I eat them on my way to work."

Pretty simple, huh? Nothing to weigh. Nothing to count. Nothing embarrassing to eat when no one is looking. It's just plain common sense once you understand how proteins, fats, carbohydrates and sugar work inside your body. The most radical thing is eating five small meals instead of three big ones. We call this "grazing."

Grazing is good for you because it gives you more energy. When you eat three big meals a day, your body has to work hard to digest all that food. It uses energy you could be using for thinking, reading, concentrating — in short, performing. Then, in between meals it runs out of energy and needs more.

When you eat five small meals this doesn't happen. Your body can digest the small meals more easily, so it doesn't "steal" your performance energy to use in digestion. And by feeding it more frequently, you're giving your body a constant supply of energy so it's always there when you need it. Assuming, of course, that you eat the right foods.

PERFORMANCE GRAZING

Let's see how this kind of diet works in real life.

6:30

Get up, get dressed, eat breakfast: non-sugared cereal, whole wheat toast, orange juice, a banana and a glass of lowfat milk.

8:00

Your high-carbohydrate breakfast has given you a healthy shot of energy for getting through your early morning classes. It's also given you the right amount of each neurotransmitter so that you feel relaxed and confident.

10:00

It's time for your first "mini-meal:" an apple and a muffin eaten while you walk from second to third period. These are both complex carbohydrates so they'll boost your energy level for your late morning classes.

Noon

Lunch is a challenge. Since the school lunch is probably too high in fats, you need to pick and choose which parts you eat. You may also need to bring some healthier foods from home. Today you eat a tuna sandwich and a glass of milk (from school), and a carrot and an orange (from home). The lunch gives you something from each of the four food groups. The tuna provides a healthy dose of protein. The bread, the carrot and the orange are all complex carbohydrates. Together they will fuel your energy reserves for the afternoon.

1:00

You're in good mental form as you head into your afternoon classes.

3:00

School's out. Time for another "mini-meal:" this could be a sandwich made with lean meat and a little "light" mayo, or perhaps a yogurt, some crackers and an apple, or maybe leftovers from last night's dinner. Avoid foods that are drenched with fat and sugar. Instead get your energy from fresh fruits, veggies and bread products.

5:00

Dinner's not ready yet but you are. Grab a glass of lowfat milk or fruit juice, and a handful of raisins.

6:00

Dinner: chicken, rice, a vegetable and bread. A good balanced meal, with enough variety to feed your energy needs for the rest of the evening.

8:00

You're ready for a snack: complex carbohydrates make good nightime snacks because they raise your serotonin level and make you drowsy. You might try a muffin, unsugared crackers, pretzels or raisins.

The main difference between this diet and the "typical" one is that the performance diet eliminates most fats and sugars and replaces them with healthier, high-energy complex carbohydrates. That means milk and fruit juice instead of soda; and fruit, veggies and bread products instead of fries, chips and candy. That doesn't mean you should never eat fries or candy. It just means you should eat them occasionally instead of every day.

BREAKFAST

Some people can't face the day without it. Others wish it had never been invented. Whichever way you feel, breakfast is important. It gives you energy to get through the morning.

Here's what happens if you skip breakfast. You haven't eaten since before you went to bed. By morning, your body has used up all the glucose it took in from dinner and your energy supply is low. But your energy needs aren't. As you get up, get dressed, go to school and start to work, your body is demanding energy. Where will it come from? From the glycogen stored in your liver. The only trouble is, before you can use glycogen for energy, it must be converted back to glucose, and during the conversion, your body releases epinephrine. That gives you the "fight or flight" reactions: a pounding heart, heavy breathing and tension — all characteristics of High Negative. That's not how you want to face your morning classes. But it's how you *will* face them if you force your body to convert glycogen to glucose by skipping breakfast. By contrast, eating a breakfast of complex carbohydrates will give you a steady flow of mental and physical energy throughout the morning.

Medical studies show that people who eat breakfast are more productive during the morning than people who do not. They also have faster reaction time and are less tired.

Studies of children show that those who skip breakfast tend to have low energy levels and trouble concentrating in school. A study of 9-11 year olds showed that skipping breakfast reduced the children's abilities to think clearly and solve problems.

ISN'T ALL THIS FATTENING?

Eat breakfast. Eat five meals a day. Eat bread. If I do all that, I'll gain weight.

Wrong. You won't gain weight on a performance diet. Instead, you'll help your body become trim and healthy. For one thing, the performance diet eliminates

most fattening foods. It's sweets and fatty foods that make you gain weight, not starchy foods like bread, pasta and potatoes. Just eliminating most sugar and fats from your diet leaves room for eating lots of carbohydrates. It also leaves room for five small meals a day.

Many people skip breakfast in order to control their weight. But studies show that most breakfast skippers tend to be overweight, partly because they eat more high-calorie snacks. A study at the University of Minnesota showed that 2,000 calories consumed at breakfast helped people lose weight, while 2,000 calories consumed at supper caused people to gain it![2]

AND SPEAKING OF CALORIES...

Calories are a way of measuring energy. Every day, your body uses energy to get you through your activities. On an average day, teenage boys use between 2,700 and 3,000 calories of energy. Teenage girls use less, between 2,300 and 2,400 calories. This energy has to come from somewhere, and that somewhere is food. Every ounce of protein gives your body approximately 110 calories of energy to use. Every ounce of carbohydrate gives it a similar amount. Every ounce of fat gives it approximately 250 calories of energy.

RECOMMENDED DAILY CALORIES

Age	12–15	15–18	18–35
Girls	2,400	2,300	2,000
Boys	2,700	3,000	2,800

Why are calories fattening? They are fattening only if you eat more than you use. The average 16 year old girl uses 2,300 calories a day. As long as she eats 2,300 calories, she won't gain weight. If she eats more than that she will because the extra calories will be stored as fat. To use more than 2,300 calories a day, she needs to add more exercise to her daily routine.

FOOD SAVES THE DAY

"It's Saturday night and I'm going out with friends. But I'm wasted 'cause I had to work all day in my old man's store..."

You know the situation. You're tired; your brain turned off half an hour ago; but something big is happening and you want to perform. What to do?

Eat.

Don't laugh. Complex carbohydrates at times like this can save the day. They do two things to pump up your energy:

[2] *Jane Brody's The New York Times Guide to Personal Health*, Jane Brody, Times Books, 1982

Calories and the Performance Diet

In a performance diet, 10% of your daily calories should come from proteins; 10-30% should come from fats; and 55-75% should come from complex carbohydrates.

1. They raise your glucose level, giving you steady energy for several hours. (If you do a few exercises or take some deep breaths at the same time you'll increase your oxygen level and get even more energy.)

2. They help balance your neurotransmitters so you have the right amount of norepinephrine for energy, plus the right amount of serotonin for pleasure and relaxation. That's the combination for High Positive.

The next time you're feeling sluggish and you need to perform, try one of the "Quick Fix" snacks below. Within a few minutes, you should feel enough energy to get you through the challenge.

experiment:

Don't take our word for it. Try this experiment and see for yourself how food affects your performance.

1. Pick 2 days to be your test days.

2. On Day 1 eat a big lunch that's heavy on proteins and fats. This might include meat and gravy, cheese, salad with a lot of dressing, and/or french fries.

3. Notice how you feel after lunch. Are you tired in your afternoon classes? Or are you alert and ready to work?

4. On Day 2 eat a medium-size lunch that's rich in complex carbohydrates. Possibilities are spaghetti (light on the sauce), fruit, vegetables, bread products, salad with only a little dressing. Eat just until you no longer feel hungry — not until you feel full.

5. Notice how you feel after lunch. Can you see a difference from Day 1? Unless you've overeaten, you should feel more alert and energized.

Try extending the experiment to include breakfast. On Day 1, eat a big breakfast of eggs and bacon (lots of fat and protein). On Day 2 eat a complex carbohydrate breakfast: whole grain cereal, whole wheat toast, fruit and juice. See how you feel during your morning classes. Which breakfast gives you more mental energy?

QUICK FIX SNACKS

fruit
dates
unfrosted angel cake
unsugared crackers
raisins
dried fruit
pretzels
Grape Nuts or other whole grain cereal

"When I was playing volleyball the coach gave us dried fruit each time we came off the court. Now I've started carrying it with me all the time. I usually eat some just before a test or a hard class."

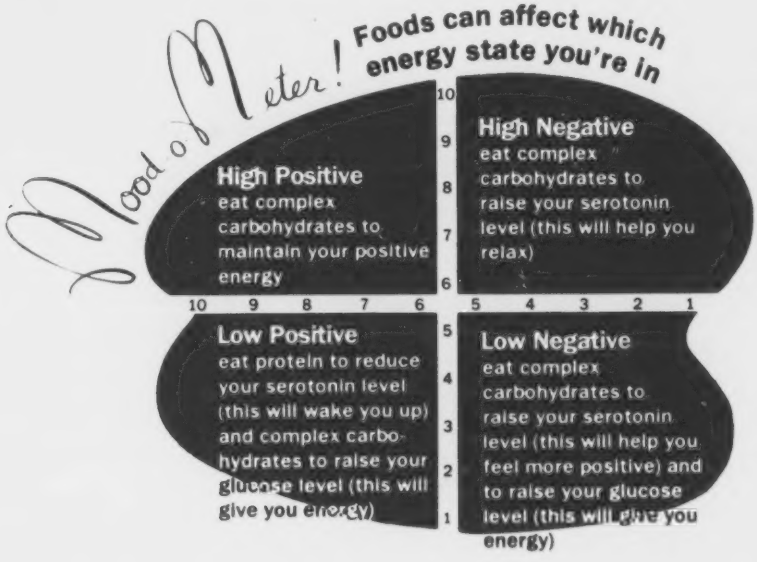
—Dana Magnuson, 16

Did you ever notice that when you've gone a long time without eating you get grouchy? That's not just because you're wishing you could eat. It's because eating — and not eating — affects the level of neurotransmitters in your body. Lack of food causes a decline in serotonin which causes you to feel nervous and angry. As soon as you put some food in your system — especially if it's complex carbohydrates which increase the level of serotonin — you begin to feel happier and more relaxed.

ALCOHOL:
A Peculiar Carbohydrate

Alcohol is a carbohydrate, so theoretically it should be a part of a performance diet, right? Well, here's where theory and practice disagree.

Because of its unusual characteristics, alcohol does not function like other carbohydrates. In fact, its effects are opposite those of regular carbohydrates. Instead of giving you energy, it saps your energy. Instead of helping you think clearly, it clouds your thinking. Instead of giving you more muscular strength it decreases your coordination. The result is that although alcohol is a carbohydrate, it's the only *anti-performance carbohydrate* we know.


Mood o Meter!
Foods can affect which energy state you're in
High Positive
eat complex carbohydrates to maintain your positive energy
High Negative
eat complex carbohydrates to raise your serotonin level (this will help you relax)
Low Positive
eat protein to reduce your serotonin level (this will wake you up) and complex carbohydrates to raise your glucose level (this will give you energy)
Low Negative
eat complex carbohydrates to raise your serotonin level (this will help you feel more positive) and to raise your glucose level (this will give you energy)
10 9 8 7 6
5 4 3 2 1

"I carry Grape Nuts with me wherever I go. It's become kind of my trademark. People ask me if I have that weird stuff with me. Usually they want some, too."

—Scott Drucker, 17

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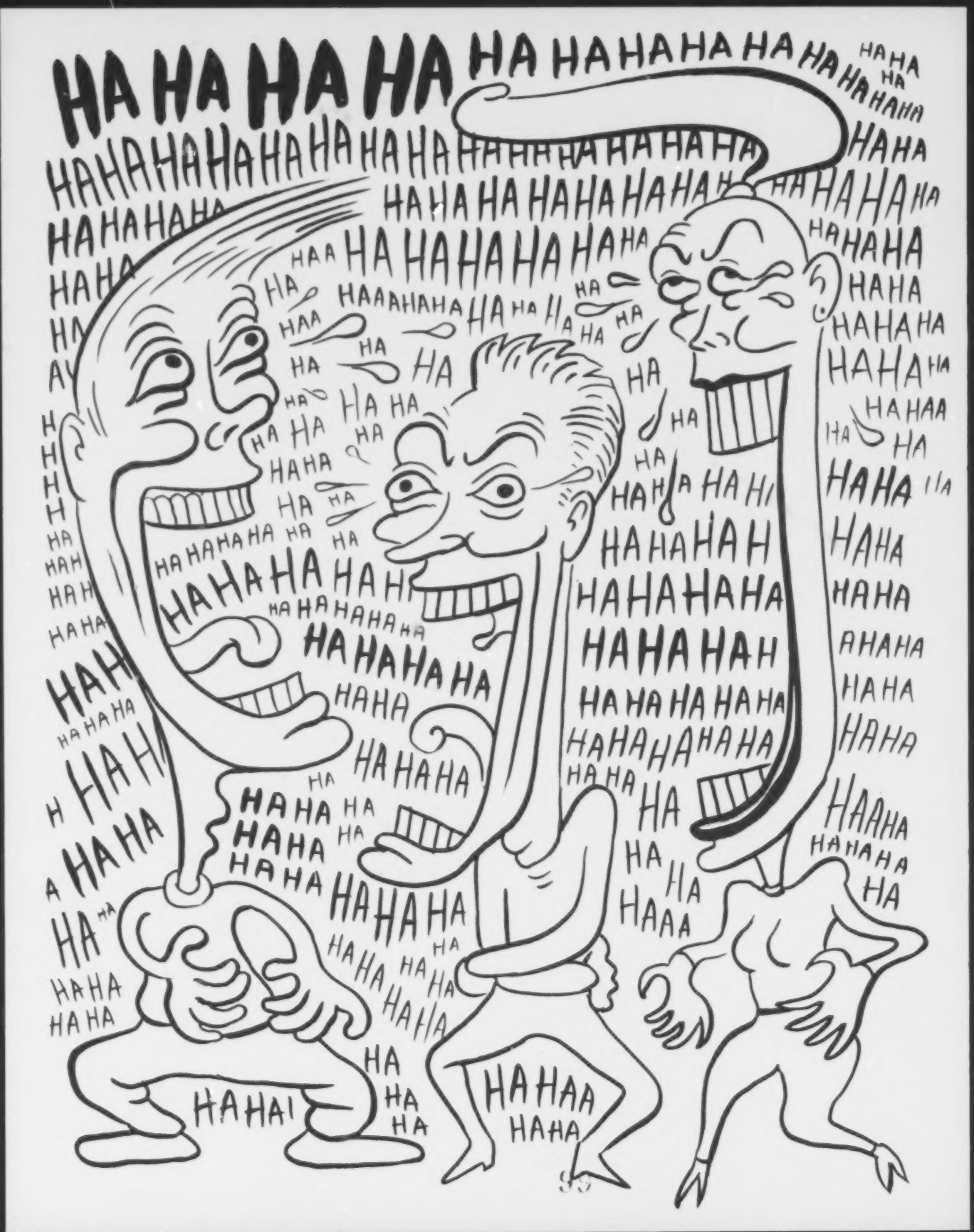
HA HA HA HA
HA HA HA HA

CHAPTER 11

Tool 4:

LAUGHING

When the Going Gets Tough, the Tough Start Grinning

"Mom, I have some bad news for you."

"What's that dear?"

"I'm not living in my apartment any more."

"Oh, why is that dear?"

"Well, it wasn't because they didn't want the baby."

"The baby? What baby?"

"Oh, didn't I tell you? Norm and I are having a baby."

"You're what! Who's Norm? I..."

"Norm? Norm is my... Gee, mom, I thought I told you."

"You didn't tell me anything about Norm."

"Oh. I guess I didn't tell you because I was afraid you wouldn't approve."

"Approve? What do you mean I wouldn't approve?"

"Well, you always said you didn't want me to get married early."

"Married? What are you saying?"

"Well, it's just that we thought, what with the baby coming and all, well, we might as well go ahead and get married."

"Oh! Chris! You... I..."

"Mom? Mom? Are you there? It's OK, Mom. You can calm down. I was only kidding. There is no baby. I'm not even dating anyone. I just wanted to put things in perspective for you. The real news, Mom, is I flunked biology."

(Mom faints.)

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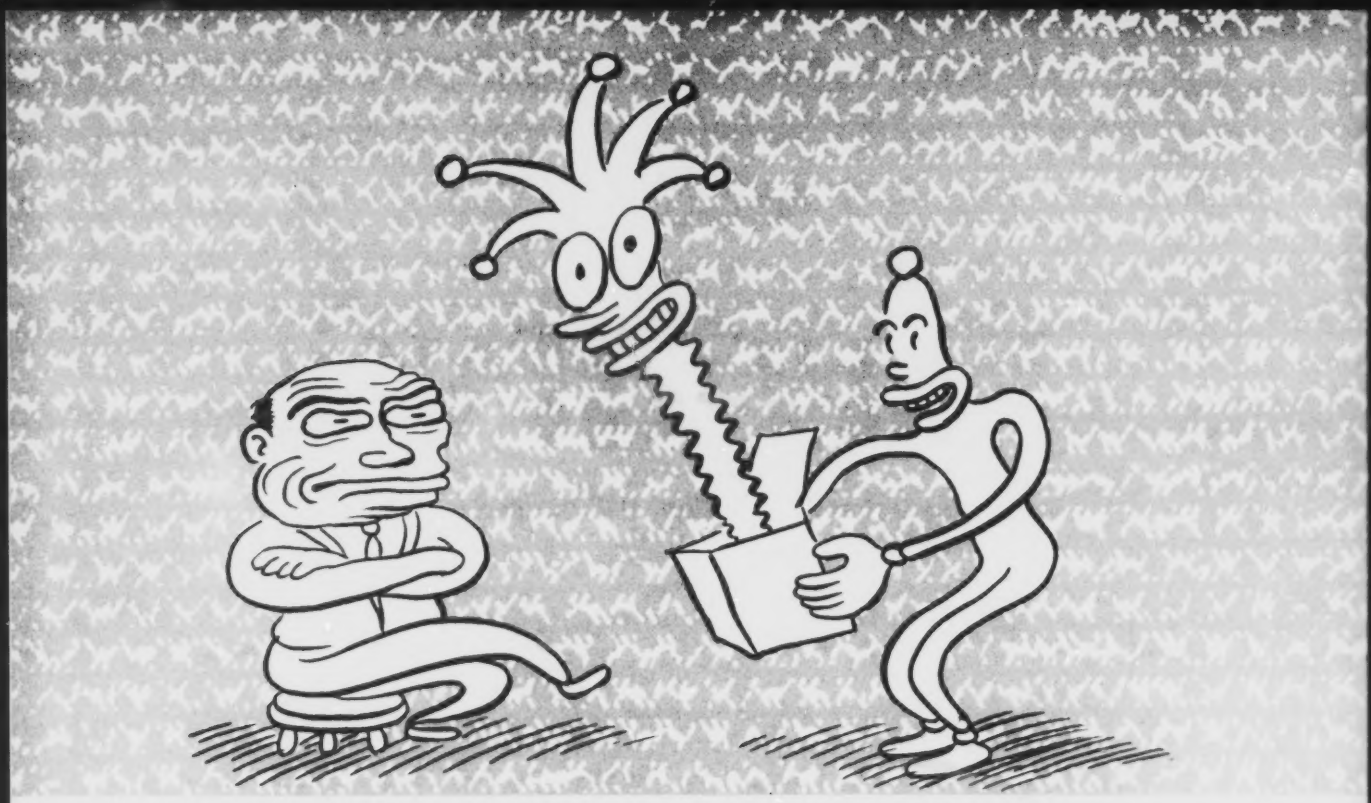


Do you make jokes when things go wrong? Congratulations if you do, because joking is a great coping tool. Not only does it help you laugh instead of cry, it actually helps you solve problems. To understand why, you need to understand the anatomy of a problem.

PROBING A PROBLEM

Problems come in many varieties. But if you strip away the details, most problems have several things in common.

1. Stuckness[3]

When you're in the middle of a problem, you feel stuck — as if you've backed yourself into a corner and there's no way out. There are solutions out there, but you can't see them. You don't even believe they're there.

Laughter is a great unsticker. It takes your mind off the problem. It relaxes you. It opens you up to new ideas. When you return to a problem after a laugh break, ideas for solutions usually come more easily.

2. Out of Gas[4]

Problems steal your mental gasoline: they sap your energy; they dry up your enthusiasm; they kill your willingness to take a risk and look for solutions.

3,4 The concepts of "stuckness" and "psychic gasoline" were developed by Robert Pirsig in the book *Zen and the Art of Motorcycle Maintenance*, Morrow, 1974

Laughing gives you energy. It revs up your enthusiasm. It makes you willing to take risks. It fills your mental gas tank so you've got fuel to tackle problems.

3. Impatience

Every task requires time. It's when tasks don't fit the time you've allotted that you've got a problem. For example:

"I was working on the transmission of my car. I thought I could fix it in an hour. But when it wasn't done after an hour-and-a-half, I got angry. Probably if I'd realized it would take longer than an hour I wouldn't have cracked it when I threw the wrench at it."

This fellow needed a laugh break! Laughing helps you relax and see a problem in perspective. With a little laughter, he might have realized his expectation was wrong and set aside more time for working on the car.

"If you're going to tell people the truth, you better make them laugh. Otherwise they'll kill you."

—George Bernard Shaw

4. Mental Tightness

The longer you work on a problem, the harder it gets. That's because as you get frustrated, you tighten up your thinking. You stop letting your mind wander loosely through all the possible solutions.

Laughter lets your mind relax. It makes you open to new ideas so you can find solutions.

So add laughter to your list of Mentally Tough tools. When you're feeling tense, angry, nervous or frustrated — in other words, when you're in High or Low Negative — laugh! Laughter can zip you right over to the positive side so you'll be ready for the next challenge.

Right. Laugh when I'm in a bad mood? What am I supposed to do — tell myself a joke?

Exactly. It isn't as silly as it sounds. Lots of people keep photos or trinkets around to look at during the day. Looking at them makes them feel good. Telling yourself a joke is no different. It's just a private "energy reserve" you keep to use when you need it.

In fact, we recommend that you not just tell yourself *one* joke, because even great jokes get old. Keep a supply of jokes on hand, and change them frequently so they're always fresh. Here are some tips for how you can keep a supply of jokes within easy reach:

1. Start cutting cartoons from the newspaper. Every time you see one you like, cut it out and slip it in one of your notebooks. Keep cutting them out until you have at least one per class. Then start replacing them so they're always fresh.

2. While you're at it, put cartoons up where you do your homework.

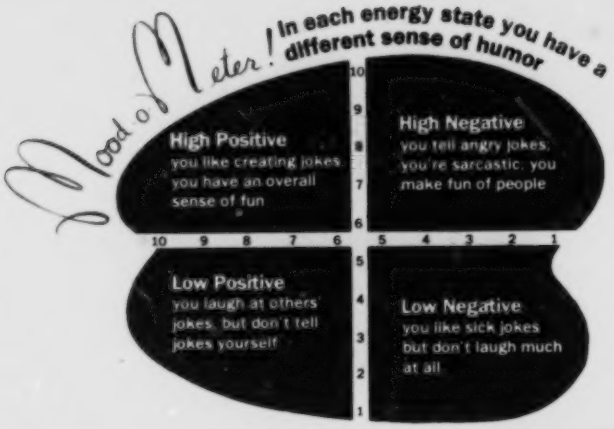
3. When you hear a joke you like, write it down. Put it in your wallet so you'll always have it when you need it.

4. Trade jokes with friends. That will keep everyone's supply up, and the more you tell jokes, the more energized you'll feel.

5. In between classes, get together with friends and tell jokes in the hall. Do this

Ever wonder why there are so many "sit-coms" on TV in the evening? It's because millions of Americans want to relax after a hard day's work, and the folks who schedule TV shows know just how to do it: make 'em laugh!

Why does Arsenio Hall always start his show off with jokes? Because listening to jokes puts people in High or Low Positive. It makes you relaxed, mellow and receptive to whatever comes next. Keep that in mind next time you need to have a "serious" talk with someone. A joke or two at the beginning might improve your chances of getting what you want.


Mood o Meter!
In each energy state you have a different sense of humor
High Positive
you like creating jokes, you have an overall sense of fun
High Negative
you tell angry jokes, you're sarcastic, you make fun of people
Low Positive
you laugh at others' jokes, but don't tell jokes yourself
Low Negative
you like sick jokes but don't laugh much at all

especially before a test, or a difficult class or a class that's tough to stay awake in.

6. Think of someone you know who can almost always make you laugh. Go talk to him or her before a difficult challenge.

7. Create a video library of comedy tapes. Get Bill Cosby, Robin Williams or Steven Wright tapes and watch a few minutes every day. When possible, watch them before a big performance.

- **LAUGHTER ELIMINATES TENSION.** It helps you relax so you can start working on solutions.
- **LAUGHTER GIVES YOU ENERGY** so you've got the power to find solutions.
- **LAUGHTER MAKES YOU OPEN TO NEW IDEAS** so you can see the solution when it comes.
- **LAUGHTER PUTS THE PROBLEM IN PERSPECTIVE.** It stops you from taking it (and yourself) too seriously.

8. Try to find something funny in a painful situation every day. Get friends to help you. Remember, the more you laugh, the less painful the problem will seem.

9. Put a cartoon over your bed so it's the first thing you see in the morning. If you can start the day with a laugh you'll start relaxed, energized and ready for fun. Chances are, everything that follows will be easier to handle.

SARCASM VS. MIRTH

There are really two kinds of humor: mirth and sarcasm. Mirth is lighthearted, positive humor — upbeat jokes that get everybody laughing. Sarcasm is downbeat, negative humor — sick jokes that get people laughing for a moment but then leave them feeling depressed or angry. While mirth sends you into High or Low Positive, sarcasm puts you in High or Low Negative.

Sarcastic jokes are usually about a situation in which the person feels hopeless, and they reinforce that feeling. For example, here's a joke that was told during a basketball game by a player on the losing team.

"You know what the difference is between this team and the Titanic?"

"What?"

"The Titanic had a band."

Now that joke isn't funny. It's downright depressing. The player was upset his team was losing so he compared the team to a sinking ship. But instead of making people laugh and boosting their spirits, he made everybody more depressed.

Some big corporations have realized that laughing can make their employees more productive. IBM uses Muppet movies to train employees. Hallmark Cards has a full-time "Court Jester," and Apple Computer has a "Director of Mirth" program to make sure there's always something funny going on at work!

Compare that sarcastic joke to one made by Keith Bishop of the Denver Broncos under similar circumstances.

It was the 1987 American Football Conference championship game. The Broncos were playing the Cleveland Browns — in Cleveland, on a bitter cold day, with thousands of hostile fans booing them in the stands. Late in the fourth quarter Denver was behind.

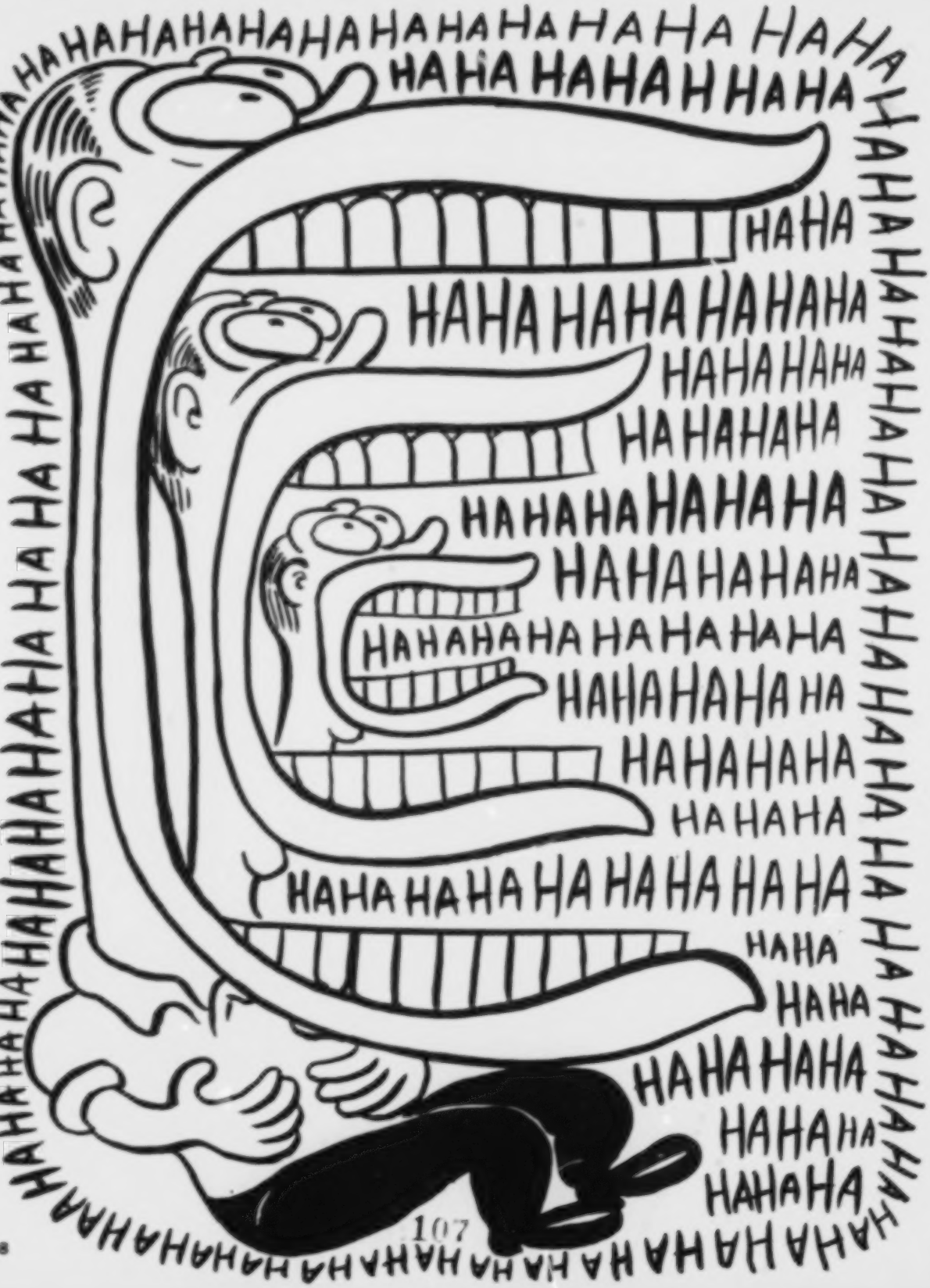
Cleveland kicked the ball and Denver caught it, but they fumbled it out of bounds at the two-yard line. They now had 98 yards to go with less than two minutes remaining in the game. Fans started packing to leave. Some hurled dog biscuits on the defeated team. Denver's spirits were in the mud.

Hearty laughing is like "internal jogging."

When Denver's offensive team came out for a huddle, Keith Bishop was among them. Bishop was a veteran, all-pro, offensive lineman. He took one look at the gloomy faces of his team-mates and said, "Now we've got 'em where we want 'em!"

The entire huddle broke up laughing. One lineman laughed so hard he fell over. Fans in the stands wondered what had happened. What followed made football history. In a series of plays that have come to be known as "The Drive," Denver drove the 98 yards to the end zone. Elway threw a touchdown with 11 seconds to go, and the Broncos won the game.

How was such a turnaround possible? Players trace it to Bishop's joke. His simple, upbeat humor jazzed the team. Where moments before they had been tense, nervous and sure they would lose, they suddenly became relaxed, energized and sure they would win. Bishop's joke put them in High Positive, and the drive that followed was the sign of an entire team playing at its best.


HAHAHAH

LAUGHING: THE EASIEST FORM OF EXERCISE

Laughing doesn't *seem* like exercise. You don't work up a sweat from laughing, and you don't hear of medals going to World Class Laughers. But, in fact, laughter is a lot like exercise — as least as far as your body is concerned. That's why it has the power to relax and energize you.

THE OXYGEN CONNECTION

Exercise energizes because it forces you to breathe deeply. Deep breathing mean lots of oxygen enters your body, and lots of oxygen means energy for your brain. The same is true for laughing. Next time you laugh, notice what happens to your breathing. You'll find you can't laugh for more than a few seconds without taking a deep breath. That sends oxygen to your brain, and your brain feels energized.

Those same deep breaths also relax you. Remember the experiment in which you made yourself relax by breathing deeply for two minutes? The same thing happens when you laugh. The deep breaths that come with laughter produce the same feelings of relaxation.

THE MUSCLE CONNECTION

Go for a run when you're feeling tense and the odds are 90-1 you'll come back feeling better because exercise releases tension in your muscles and your mind. When you laugh exactly the same thing happens. You're feeling tense, so your muscles are tight. But the minute you start to laugh, all your muscles relax. That's why people "double up" with laughter: their muscles are so relaxed they can barely hold themselves up. As your muscles relax, so does your mind. Tension goes away.

Hopi and Pueblo Indians used medicine men to provoke laughter. The men wore strange outfits and did outrageous behaviors to get people to laugh. Tribal leaders knew that regular laughter would keep tribal members healthy and help the tribal councils make sound decisions.

THE NEUROTRANSMITTER CONNECTION

There's probably a third way laughing is like exercise, although scientists are not sure. We know that when you exercise, your body releases norepinephrine, endorphins and serotonin. Norepinephrine gives you energy; endorphins make you happy; and serotonin helps you relax. Some scientists believe these three neurotransmitters are also released by a good hearty laugh.

WHAT'S YOUR HUMOR I.Q?

1. I think of myself as having a great sense of humor.

a. almost always
b. often
c. sometimes
d. rarely
e. almost never

2. I am the kind of person who can find something humorous in a crisis.

a. almost always
b. often
c. sometimes
d. rarely
e. almost never

3. I use humor skillfully to overcome obstacles in dealing with people.

a. almost always
b. often
c. sometimes
d. rarely
e. almost never

4. I have a hearty laugh at least twice a day.

a. almost always
b. often
c. sometimes
d. rarely
e. almost never

5. My humor tends to be sarcastic.

a. almost always
b. often
c. sometimes
d. rarely
e. almost never

6. I love lighthearted humor.

a. almost always
b. often
c. sometimes
d. rarely
e. almost never

Researchers have found that most people laugh approximately 15 times a day. Start noticing how many times you laugh. Write it down. If you're laughing fewer than ten times, start collecting cartoons!

While you're monitoring your laughter, notice what makes you laugh. Is it light-hearted, positive jokes? Or sarcastic, negative ones? If they're mostly negative, make a point of telling yourself positive jokes. They'll help lighten your mood.

SCORING

Give yourself 5 points for each a.
answer; 4 points for each b.
answer; 3 points for each c.
answer; 2 points for each d.
answer; and 1 point for each e.
answer. Add up your score.

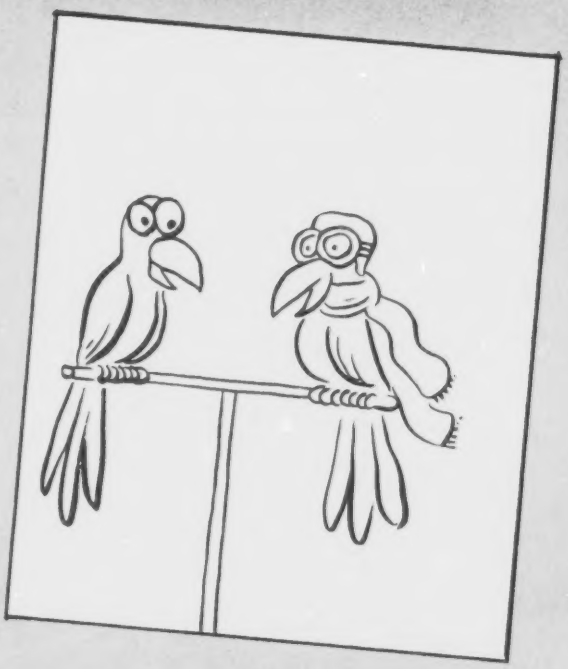
RESULTS

Below 19: Try to laugh more.
Make a point of telling yourself
jokes and watching comedies.
More laughter may make many
things in life feel easier.

19 - 24: You have a good sense
of humor. Keep using it.

25 - 30: You have a great sense
of humor and probably use humor
regularly to help you solve
problems.

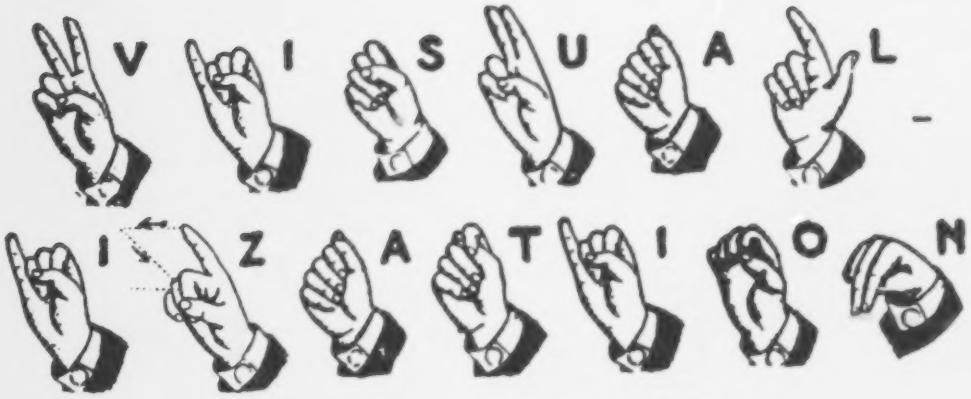
JUST HOW FUNNY ARE YOU?



Can you write captions for these cartoons?

CHAPTER 12

Tool 5:



What You See is What You'll Get

Close your eyes. Imagine this.

You are reaching into your locker to get a book. As you stand up you realize that a person you are really attracted to is standing nearby, watching you. Embarrassed, you quickly duck back into your locker. But when you stand up he or she is still there. As you watch, he or she starts walking toward you, smiling...

Finish the fantasy.

Now, if you're like most people, that little fantasy got your blood pumping a bit faster. It probably made your cheeks a little red. It may even have raised your temperature a fraction of a degree. And that's not all. Chances are, if you were in a bad mood — or even just a blah mood — before the fantasy, you probably felt happier and more energized after it.

All that, just from thinking. That's the power of fantasy. It can cause changes in your body — and switch you from one mood to another — instantaneously.

Of course, this phenomenon isn't new to you. You've seen it happen hundreds of times. It happens almost every time you watch TV or go to the movies. Think about it:

You enter a movie theater in a perfectly normal state of mind. You're with a good friend, you've got a little money, it's Friday night. You're looking forward to a

good time. As the movie starts, you sink into your seat and let yourself get involved. But, gradually, you feel tension start to build. The music becomes haunting. Characters become suspicious. You start worrying about what will happen next. As the situation becomes more dangerous, you feel your heart start to pound and your muscles tense. Suddenly there's a loud noise and you jump out of your seat! After a few moments, though, the situation becomes less tense. The emergency has passed, the characters resume their lives. Now a sad thing starts to happen. One character is dying. The music starts to swell. The scenes get misty. Before you know it, tears are forming in your eyes and rolling down your cheeks. You're crying! You're acting as if someone you know had died — when nothing in your life has changed at all.

That's the power of movies. They can make you switch from one emotion to another instantaneously. They can even cause changes in your body — tense muscles, a racing heart beat, real tears...

How do they do all those things? They get you to fantasize. Your mind is so powerful that when it fantasizes, it can cause your body to react.

VISUALIZATION: YOU MAKE THE MOVIE

You can harness that fantasy-power to improve your performance. By creating fantasies that shift you into High or Low Positive, you can put yourself in those states whenever you want. Using fantasy that way is called "visualization" because you visualize yourself the way you want to be. You can create different visualizations for different situations — one to make you relax, one to give you energy, one to put you in High Positive when it's time to perform.

A RELAXING VISUALIZATION

You have a paper due tomorrow and you need a certain book to help you do it. You've been counting on getting the book today but you just found out that the library is closed. Now you're panicked. You've had weeks to do this. The teacher won't take any excuses. But there's no way you can do the paper before the deadline. Why did you wait so long? Now you're really in a bind. What will you do?

First you need to relax. Once you've relaxed you can find a solution to the problem, but relaxing is the first important step. That's where a relaxing visualization comes in.

To make a relaxing visualization: Remember a time when you felt happy, secure, unworried, relaxed. Put yourself back there. Remember every detail.

► **Where were you? (Indoors or out? Was it sunny or rainy? Day or night?)**

► **Who was with you? What were they wearing?**

► **What was around you? (Animals? Cars? People?)**

► **What could you hear? (Birds? Music? Talking?)**

► **Did you eat anything? How did it taste? How did it smell?**

► **What else could you smell? (Food? Flowers? Perfume?)**

Stay with the scene for several minutes, reliving every detail. Let yourself feel the way you felt then. Then, stop thinking about it for a few minutes. When your mind has cleared, go back to the scene. Relive it again in all its detail. Does it bring back the warm, relaxing feelings?

This is your relaxing visualization. Visualize it for a minute when you're stressed and it will help you calm down.

AN ENERGIZING VISUALIZATION

It's 7:00 p.m. You have an hour of homework and you just can't get energized to do it. You've successfully put it off all afternoon and evening, but the hour of doom is here. You're sitting at the table with your books spread out in front of you and all you can think of is... excuses for not doing it.

Help! You need a quick shot of energy. Something to get you pumped up with just enough juice to get you through the task. Time for an energizing visualization.

To make one: Think about a time when you felt powerful — when you were excited about what you were doing and had loads of energy for doing it. Perhaps it was at a party where the music really grabbed you. Or maybe it was skiing, racing over the snow. Whatever the moment was, relive it.

- Where were you? Indoors or out? Was it sunny or rainy? Warm or cold? Day or night?
- Who was with you? What were they doing?
- What was happening around you? What could you hear? See? Smell? Taste?
- What were you wearing?
- What were you saying?

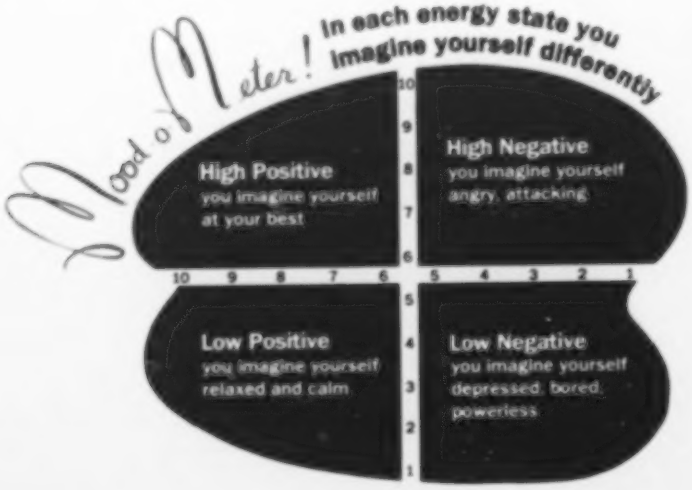
SLOW DOWN!

A relaxing visualization should actually slow your heart rate. Try this experiment to see if it does.
1. Pant for 2 minutes to raise your heart rate.
2. Measure your pulse.
3. Wait one minute, then measure your pulse again. Your heart beat should be slower because time has dissipated the tension you created by panting.

Now try the experiment again. This time:
1. Pant for 2 minutes to raise your heart rate.
2. Measure your pulse.
3. Close your eyes and use your relaxing visualization for 1 minute.
4. Take your pulse again. Is it slower than it was in the last experiment? The visualization should have lowered your heart rate more than waiting one minute did.

Remember all the details and relive them in your mind. Stay with the scene for a few minutes, feeling the energy you felt then. Then let your head clear. After a few moments go back to the scene. Does it bring back the feelings of power?

This is your energizing visualization. Visualize it for a minute when you're tired to give yourself an energy boost.


Mood o Meter!
In each energy state you imagine yourself differently
High Positive
you imagine yourself at your best
High Negative
you imagine yourself angry, attacking
Low Positive
you imagine yourself relaxed and calm
Low Negative
you imagine yourself depressed, bored, powerless
10 9 8 7 6
5 4 3 2 1

A HIGH PERFORMANCE VISUALIZATION

You've been babysitting for the Smiths for a year and you think you deserve a raise. Tonight is the night to ask and you're on your way to do it. Trouble is, you're nervous. And the closer you get to their door, the less sure you are of what to say.

TIME FOR A HIGH PERFORMANCE VISUALIZATION.

To make one: Remember a time when you were in the Ideal Performance State — maybe a test you aced, maybe a game in which you played way over your head, maybe a time you had to convince someone of something and it went really smoothly. Remember all the details so you can recreate the scene in your mind:

- ► Where were you? Indoors or out?
- ► What was around you?
- ► What could you see? Hear? Smell?
- ► What were you wearing?
- ► What were you saying?
- ► Who was with you?
- ► What were they doing?

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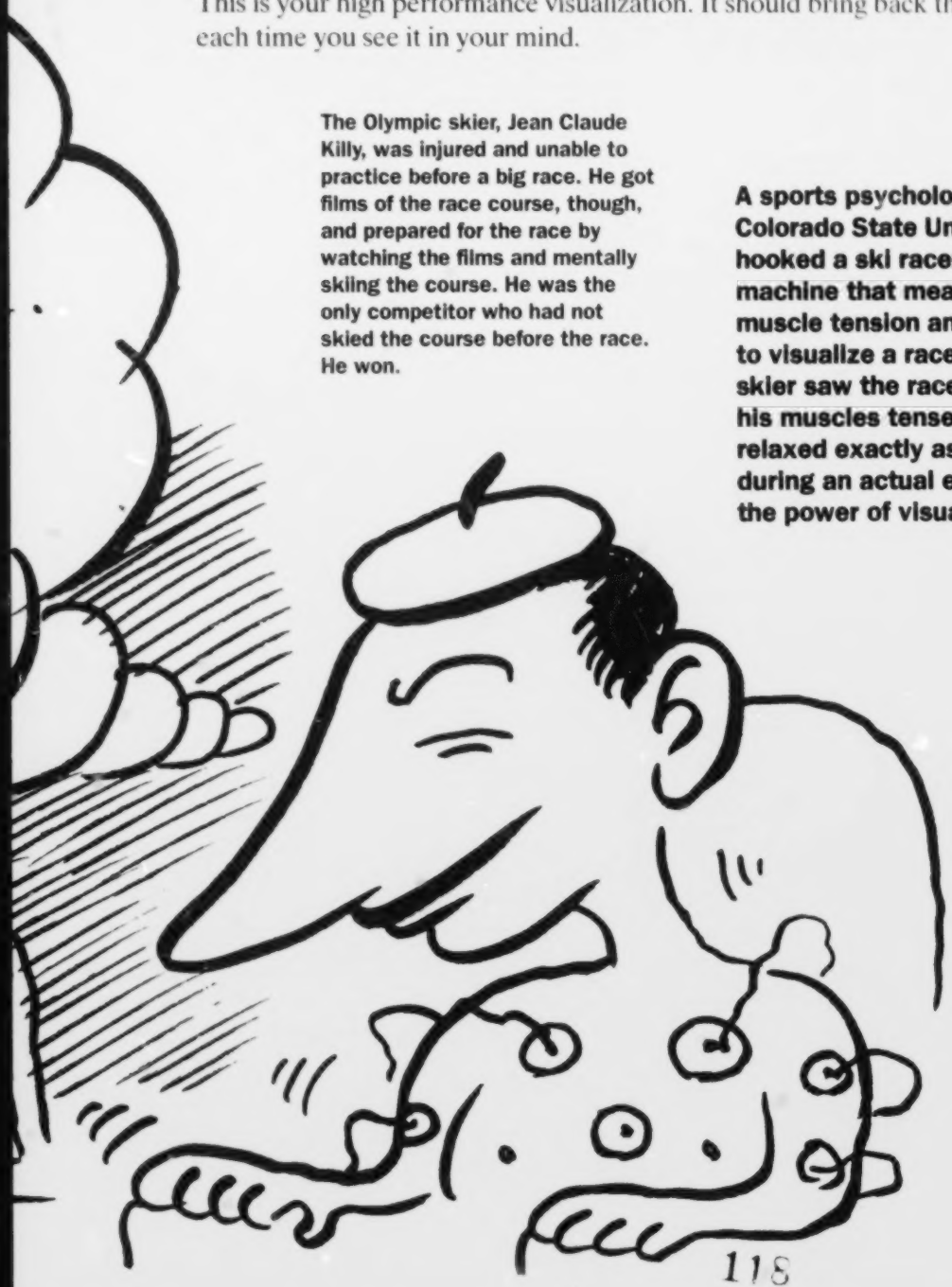
Relive each detail so that it's vivid in your mind. Feel the power, pride and happiness you felt at the time. After several minutes clear your mind. Then bring the scene back. Do you still feel the high performance feelings?

This is your high performance visualization. It should bring back that confidence each time you see it in your mind.

The Olympic skier, Jean Claude Killy, was injured and unable to practice before a big race. He got films of the race course, though, and prepared for the race by watching the films and mentally skiing the course. He was the only competitor who had not skied the course before the race. He won.

A sports psychologist at Colorado State University, hooked a ski racer to a machine that measures muscle tension and asked him to visualize a race. As the skier saw the race in his mind, his muscles tensed and relaxed exactly as they would during an actual event. That's the power of visualization.



LEARNING TO SEE THINGS THAT AREN'T THERE

Visualizing is like whistling. It takes a while to get the knack of it, but once you do, you can do it anywhere, anytime. With a little practice you should be able to visualize instantly in even the most noisy, distracting environment. But for starters, pick a quiet place, free of distractions, to practice in.

To practice:

1. Close your eyes. Remember the scene.

2. Call it up detail by detail. First think about what you saw; then about what you heard; then about what you smelled; then about what you tasted; finally about how your body felt.

3. Stay with it for as long as you like.

When you can create your vizualizations quickly and powerfully, move to a place with distractions. Can you visualize with the TV on? Can you do it during dinner? Visualize in the hall at school. When you can visualize smoothly in each of those settings, you're ready to use your visualizations to help you perform.

MENTAL REHEARSALS

Shifting energy states is just one way visualization can help you. It can also help you rehearse for a difficult situation. For example:

You need to ask your mom for money. You could just walk up and ask her, but "rehearsing" your presentation might improve her response. Here's what you do:

First you visualize the physical elements of the scene. She's in the kitchen making dinner. No, already you realize that's not the best time. Better wait 'til after dinner; she'll be more relaxed. OK, now she's in the living room watching TV. Hm-m-m. Maybe you should ask her to step outside so she won't be distracted. You walk her to the kitchen and ask her to sit down. You can see from her face that she's suspicious. Better tell her a joke to calm her down...

You continue rehearsing the scene in your mind, fine-tuning your approach until you're sure it's going to work.

Mental rehearsals prepare you for everything that might happen. They also build your confidence because they give you a chance to practice.

VISUALIZE THE WORST

You want to be *really* prepared for a situation? Visualize the worst. Rehearse the scene mentally and imagine every awful thing that can go wrong. Then, if those things happen, you'll have figured out how to deal with them. And since the chance of *all* of them happening is small, the actual performance will seem easier than you expected.

Here's an example:

You're going out on a first date with someone you really like. You keep telling yourself to calm down, but inside you're nervous! You start imagining all the things that could go wrong. But — you don't just imagine them: you rehearse them and figure out what you would do in each situation. Here's how it goes:

You're late! It's 20 minutes after you were supposed to pick her up and you can't find your left shoe. Jeez! She'll think you've stood her up. No. Call her. Picture yourself on the phone. Picture yourself saying calmly, "I'm sorry, I'm running a little late but I'm on my way." Picture her response: "Don't worry, I'm running late too. Thanks for calling." Whew. A narrow miss. On to the next disaster.

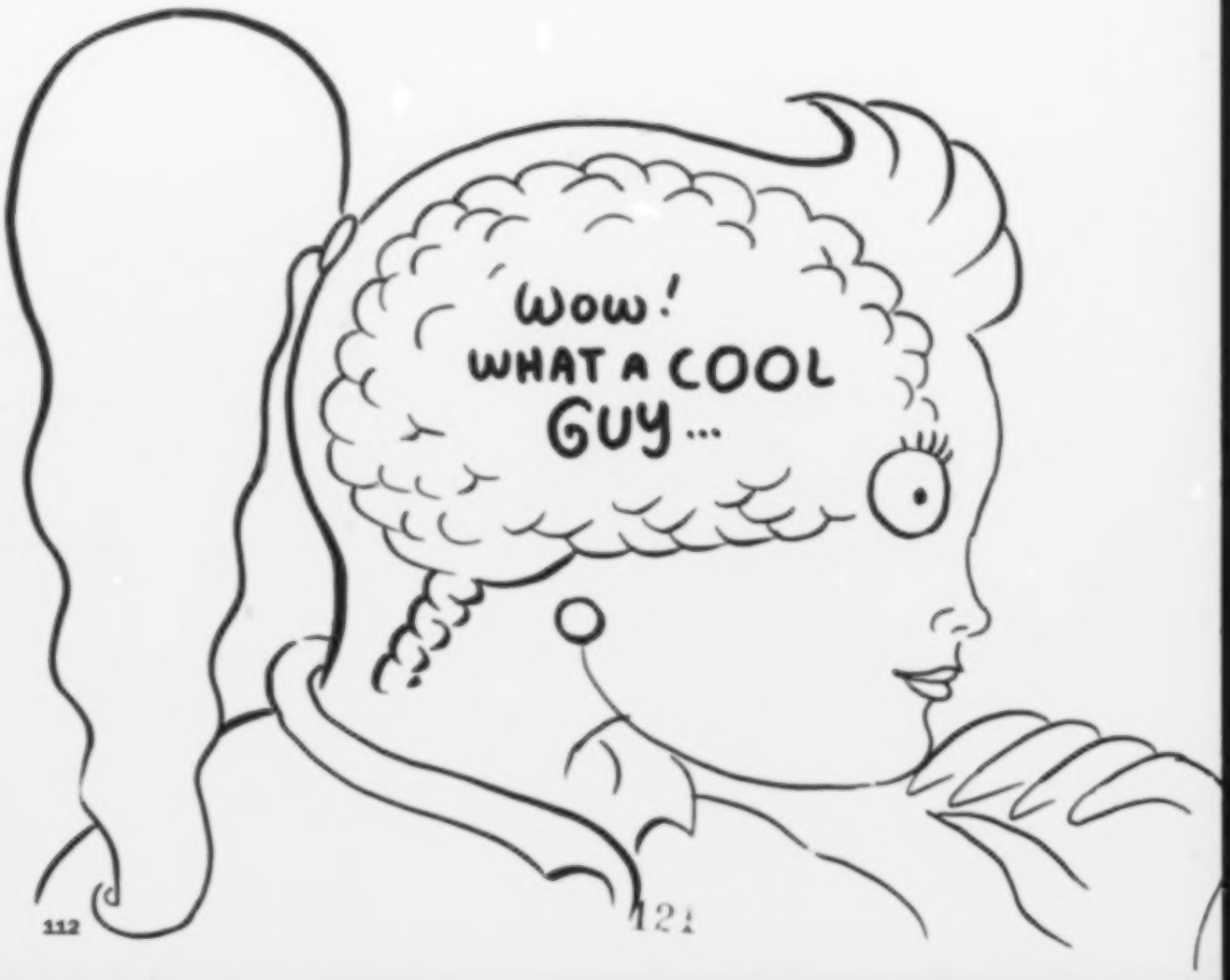
You have to meet her parents. Ugh. Picture yourself walking confidently to the door and ringing the bell. Picture her mother or father opening the door. Watch yourself confidently stretch out your hand and say, "Hi, Mr. Jones, I'm _____." Watch Mr. or Mrs. Jones smile and welcome you in.

"I try to visualize every game situation, every defense they're going to throw at me. I tell myself, 'What will I do on their five-yard line and it's third and

— continued on page 113

What if you have to stand there for 15 minutes talking to them while she gets ready? You'll handle it. Picture yourself standing in the living room with her parents. (It doesn't matter if you haven't seen the room, you can guess.) Imagine them asking you questions about school and your family. Watch yourself answer. See yourself looking calm and relaxed, not impatient or nervous…

Here she comes. Oh God! She's dressed casually and you're all dressed up. No problem. Watch yourself smile and say, "Hi, Vicky, you look great." Watch her blush and love it.



Get the idea? Picture yourself walking through every possible disaster. You'll figure out how to handle the problems, and the real event will seem easier and familiar — as if you'd done it before.

You might also try switching sides while you're doing this. Imagine the scene from the other person's point of view. For instance, how will Vicky feel when she sees you all dressed up? You might want to say something that will make her feel she isn't too casual!

NOW, WHERE DID I PUT THAT... ?

Visualizing can also help you find things you've lost.

You put your homework somewhere and it's disappeared. So you rant and rave. You blame your brother. You blame your mother. You even blame the neighbor's dog. But when that's all over, you still have to find it... Either that, or do it again.

That's when visualizing comes in handy. Visualize yourself doing your homework. Watch yourself sit at the table. Watch yourself open the books. Watch yourself writing the answers on a piece of paper. Uh-oh; here comes your brother bouncing a basketball. Watch yourself jump up and chase him. Watch the two of you race into the kitchen. Watch yourself toss the homework on top of the refrigerator so you'll have two hands free to tackle him...

Weeks later your mother would have found that paper on top of the 'frig and wondered how it got there. But thanks to your visualization, you spared yourself a miserable hour of redoing it!

goal to go, and our short passing game hasn't been going well, and their line looks like a wall, and we're six points behind?'''

—Fran Tarkenton, former Minnesota Viking

WHEN BAD THINGS HAPPEN

Sad as it is, things don't always turn out the way you want. The person you love breaks up with you. The coach won't let you on the team. You don't get the grade you want. That's life. Bad things happen. You get angry, sad, disappointed, frustrated. You cry. You threaten revenge. You make yourself feel better by buying seventeen new tapes. But at some point you have to decide to learn what you can from the situation and move on. Visualization can help you let go of the disappointment and focus on the future.

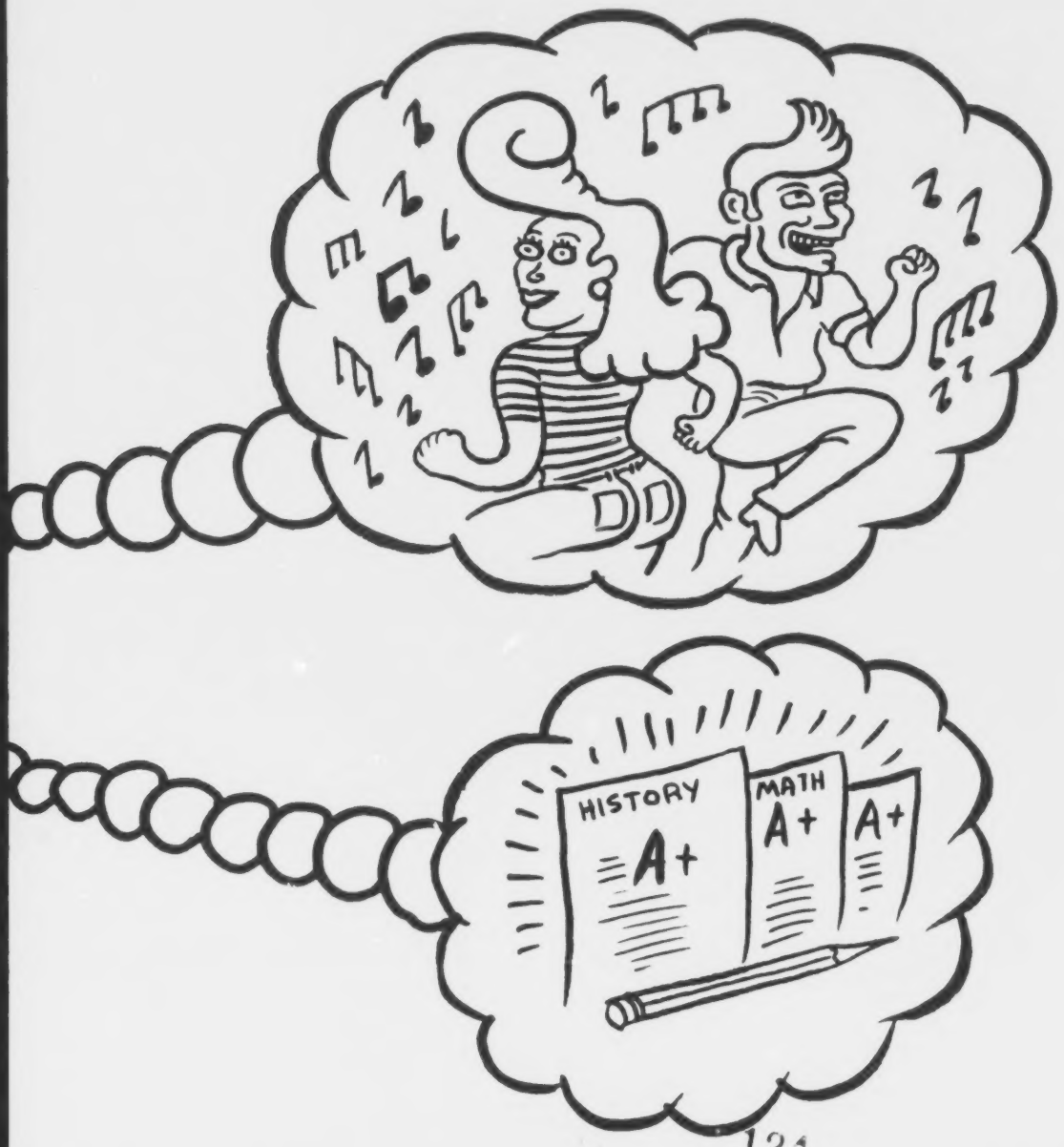
In every bad situation there's *something* to feel good about — although you may have to work hard to find it. Find that thing and make it the subject of your visualization. For example...

... your boyfriend dumped you? Consider the advantages: now you've got more time to spend with friends, doing things that interest you. Visualize yourself doing things you love to do; visualize your new romantic possiblities.

... you flunked math? Hang in there. Next time you'll do better. Visualize yourself doing what it takes to get a B next semester.

... you didn't make the team? Tough luck. Can you try again? If so, visualize yourself practicing. Watch yourself try out again and succeed. If not, what else do you like to do? Visualize yourself excelling in another sport.

Each time you get down about a defeat, use your vizualizations. Dwelling on the bad feelings will keep you in High or Low Negative. Visualizing can put you back on the positive side so you can get on with the rest of your life.



PART III

PUTTING IT TO WORK

CHAPTER 13

ONE-MINUTE RITUALS

Instant Pre-plays[5]

An hour before his performance, Julio Iglesias stands on the stage and stares out at the empty theater. Microphone in hand, he imagines himself singing each of his songs, visualizing the audience cheering and applauding. Only when he has mentally rehearsed his entire concert does he leave the stage. Now he is ready to perform.

GETTING READY

"I have a lucky pen I use for tests."

"I always wear a certain dress if I have to give a speech."

"If I have a big date, I have to eat something first. I guess it relaxes me."

"Before each game I sit in the stands and imagine us playing and winning."

Before you talk to someone who makes you nervous — do you stop and rehearse your words? Do you cross yourself? Do you check your fly?

Before a test, do you try to picture the entire text book in your mind? Do you pray to the geometry god? Do you touch something for good luck?

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[5] The term "instant pre-play" was used in the book *The Centered Skier* by Denise McCluggage, Bantam Books, 1983

Everyone does something to get ready for a challenge. The question is: which ones are really helpful — and which just get in the way?

Unfortunately, a lot of things people do get in the way. Lucky charms, for instance, may seem comforting during a test — but they don't do much to improve your grade. When you rely on one, you rest your performance on something you can't control. What if the lucky dress is in the laundry? What if the lucky pen runs out of ink? What if they stop being lucky?

You're better off resting your performance on something you can control: yourself. That's what being Mentally Tough enables you to do. It lets you put yourself in High Positive when you need to perform.

INSTANT PRE-PLAYS

Now that you know the five tools, you can use them to create *positive* ways to get ready for a challenge. You can create "one-minute rituals" — quick combinations of your favorite tools that put you in High Positive in 60 seconds.

Here are some examples:

EMOTIONAL RECOVERY RATE

Do you know how athletes measure their fitness? It's not by how strong they are, or by how far they can run, or even by how long they can keep exercising. To measure their fitness, they measure their heart's recovery rate. That's the time it takes for their heart beat to return to normal after strenuous exercise. The faster the heart beat returns to normal, the better shape the athlete is in.

People who are mentally tough measure their fitness by measuring their *emotional* recovery rate. That is the amount of time it takes for their emotions to return to positive when they're in High or Low Negative. Someone who is emotionally fit can use one-minute rituals and get himself or herself back to positive in less than a minute. That's what it means to be Mentally Tough.

The classroom is full. All the desktops are empty. People are whispering and joking with each other but the tension in the air is high. The teacher is handing out the final exam. Out of habit, you start to twist the ring on your finger but then you remember. Instead, you breathe in deeply twice; you shrug your shoulders and stretch your arms high over your head. Then you close your eyes and for 30 seconds do your high performance visualization. As you open your eyes, the teacher is saying, "Begin." You turn to the test paper feeling relaxed, energized and clear-headed.

You're new in town and eager to make friends. On the street you see some students from your English class. They're laughing and joking. You want to join them, but you're nervous. Then you remember: you squeeze your books as tight as you can against your chest, take two deep breaths, then flip up the cover of your notebook and smile at this week's favorite cartoon. The squeezes give you energy, the breaths relax you, the cartoon puts you in a good mood. Feeling more relaxed and confident, you walk over and say, "Hi."

CREATING YOUR OWN "ONE-MINUTE RITUALS"

To create your own ritual, go back through the Breathing, Exercise and Visualization chapters in this book. Try all the exer-

cises and pick out the one in each chapter that you like best. Practice each one until you can do it quickly and comfortably. Then link the three together. Practice the combination until you can do it smoothly in less than a minute.

The ritual will feel awkward at first. Like all new things, it will take a while to master. But the more you practice the better you'll get, and before long you should be able to use your ritual at a moment's notice.

Mood-o-Meter!
How you get ready to perform determines which energy state you'll be in
High Positive
comes from doing one-minute rituals
High Negative
comes from doing negative rituals like smoking, drinking or imagining yourself failing.
Low Positive
comes from using relaxation tools like deep breathing and visualization
Low Negative
comes from doing superstitious rituals like knocking on wood, or from negative rituals like smoking or drinking
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DRESS FOR SUCCESS

"Lucky clothing" can't help you with a problem, but that doesn't mean clothing has no place in performance. On the contrary! Clothing can be one more tool to help shift you into High Positive.

You know how certain outfits make you feel "up" and confident because you like the way you look? Take advantage of that. Wear them when you know you'll face a challenge.

You know how some outfits make you feel loose and relaxed while others make you feel mentally alert? Some make you feel sexy and attractive while others make you feel quiet and calm? Use that! Wear the outfit that will help your performance.

Think of clothes as costumes. You're the performer; they're your props. Let them help you get ready for what you need to do.

After you've used it for awhile, you might want to experiment with other rituals. Go back to the Breathing, Exercise and Visualization chapters and pick out other tools that interest you. Develop several rituals and switch back and forth between them. Once you've mastered one-minute rituals, you'll never need to feel unprepared again. Any time a challenge comes up, you'll have your "lucky pen" with you — because the "lucky pen" will be you.

SUPERSTITIONS

Activities that give responsibility for your performance to things you can't control:

- **knocking on wood**
- **using a lucky pen**
- **sitting in a certain seat**

NEGATIVE RITUALS

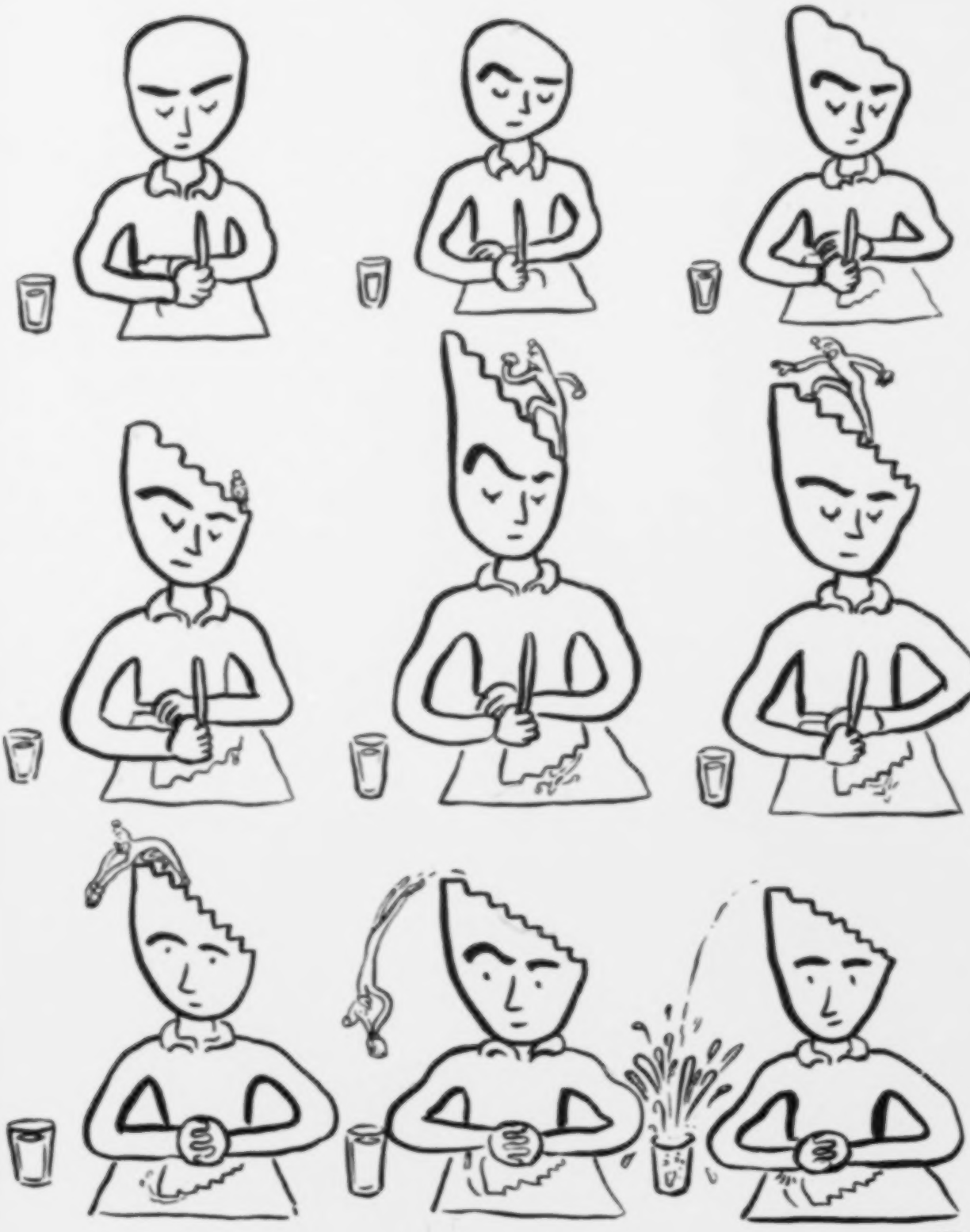
Destructive activities that hamper your performance:

- **eating a candy bar**
- **telling yourself you'll fail**
- **smoking a cigarette**

POSITIVE RITUALS

Constructive activities that improve your performance:

- **visualization**
- **deep breathing**
- **isometric exercises**
- **eating an apple**
- **telling a joke**



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CHAPTER 14

Motivation

Getting Passionate

"There was this girl who I really liked, but I didn't think she liked me. But I didn't let that stop me. I knew if I pursued her long enough she would come around. And she did. I was motivated."

— Darryl Johnson, 17

We don't need to tell you about the power of motivation. *You want something. You put your mind to it. You get it.* Motivation is glorious, powerful stuff.

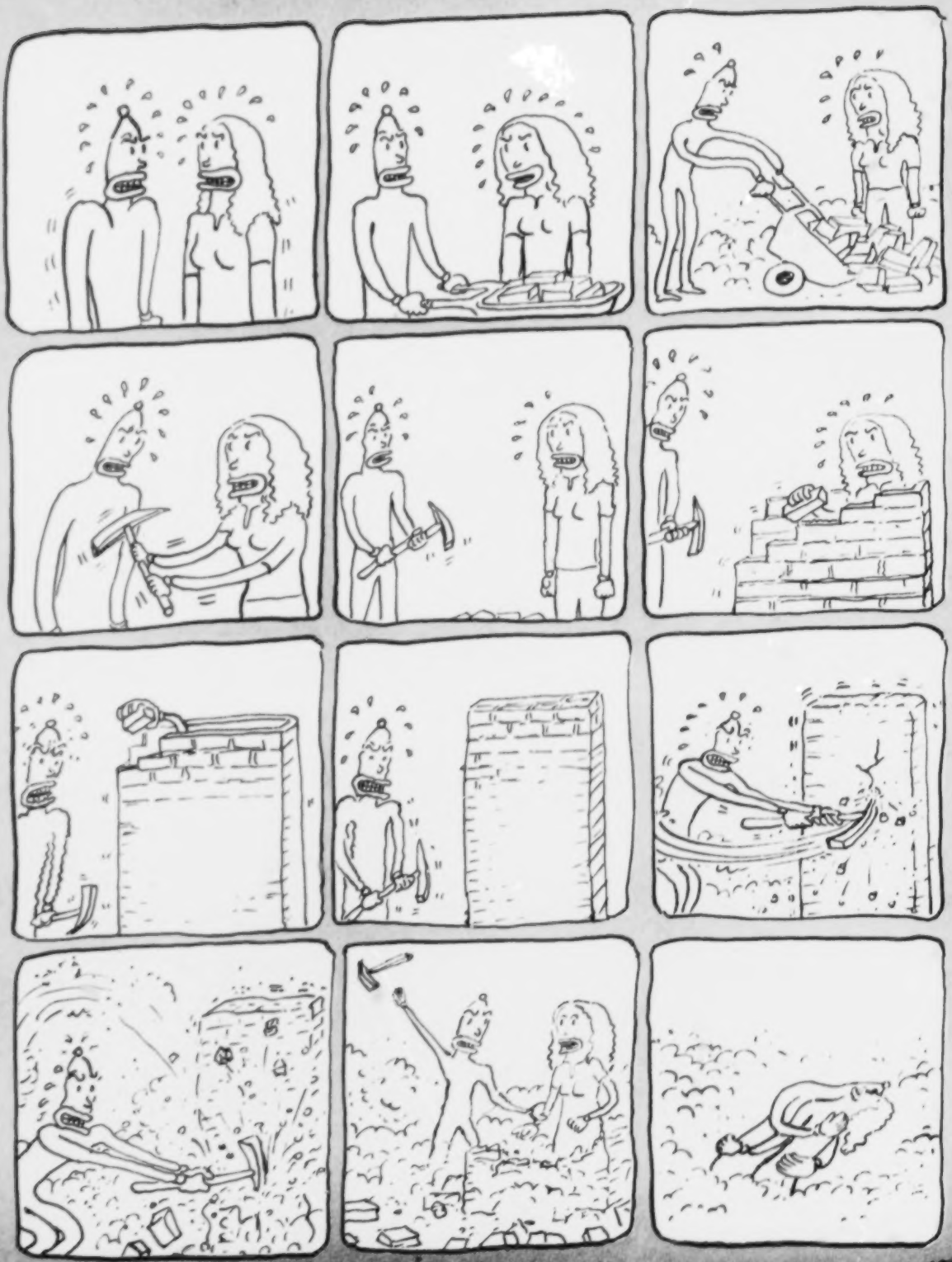
Motivation is powerful because it puts you in High Positive. Just thinking about your goal makes you relaxed, energized and clear-headed. You enjoy plotting your moves. You can't wait to carry them out. And during the whole process, you're having fun. No wonder you succeed.

WHEN MOTIVATION LETS YOU DOWN

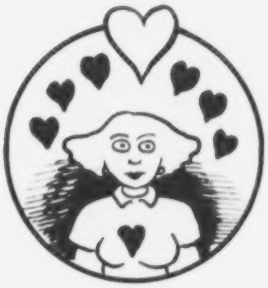
Sometimes, though, motivation lets you down.

"I was really pumped for that game. I wanted to win so bad because I hate that other team. But, I don't know. When we got out there it was like we just fell apart. I think we were so focused on the other team that we forgot about our own teamwork."

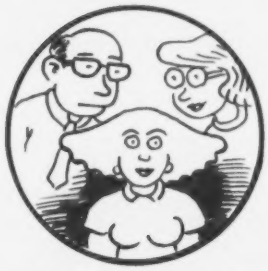
— Scott Rasmussen, 16



A ship is safest sitting in port. . . but that's not what it's for.



"I LOVE IT" MOTIVATION



"MY PARENTS WANT ME TO" MOTIVATION

That's a classic case of motivation letdown. The team was motivated, all right — but by the wrong thing. Instead of being motivated by their desire to play well, they were motivated by their dislike of the other team and their desire to win. Their focus on the score paralyzed their performance.

There are actually a number of ways to be motivated. One way puts you in High Positive and gets you ready to perform. The other ways distract you and weaken your performance. It's useful to know which kind you're working with when you're about to tackle a challenge.

"I LOVE IT" MOTIVATION

"I Love It" motivation is when you're passionate about something and nothing will keep you from doing it. *You love flyfishing and do it every chance you get. You love science and do extra projects because they're fun.* With "I Love It" motivation, there's no stopping you from doing what you love to do. You're almost always, automatically, in High Positive and your performance reflects that.

"MY PARENTS WANT ME TO" MOTIVATION

"My Parents Want Me To" motivation is when you want to succeed at something because it will make your parents happy. *You want to do well in school because it will make your parents proud,*

but somehow you just can't seem to get your grades above a C. You wish you could play the piano because everyone in your family does, but as much as you practice, you never seem to improve. The trouble with "My Parents Want Me To" motivation is that your "I Love It" motivation is missing. As a result, you can't give the project everything you've got.

"PLAYING THE SCORE INSTEAD OF THE BALL" MOTIVATION

Instead of being motivated by the activity itself, you're motivated by the outcome. *We need to win this game. I need an A in this course.* The trouble with this kind of motivation is that it stops you from concentrating on what you're doing at the moment. Instead, you're focused on the future. You get tense and you stop having fun. You're not in High Positive and your performance suffers.

"I BETTER NOT FAIL" MOTIVATION

Instead of working at something because you love it, you work at it because you're afraid of what will happen if you fail. *If you fail this test, you might flunk the course. If you flunk the course, your parents might ground you.* If you don't perform well, you'll be in trouble.

Eventually you figure out that the easiest way to avoid failing is to avoid performing. It's safer to sit on the bench

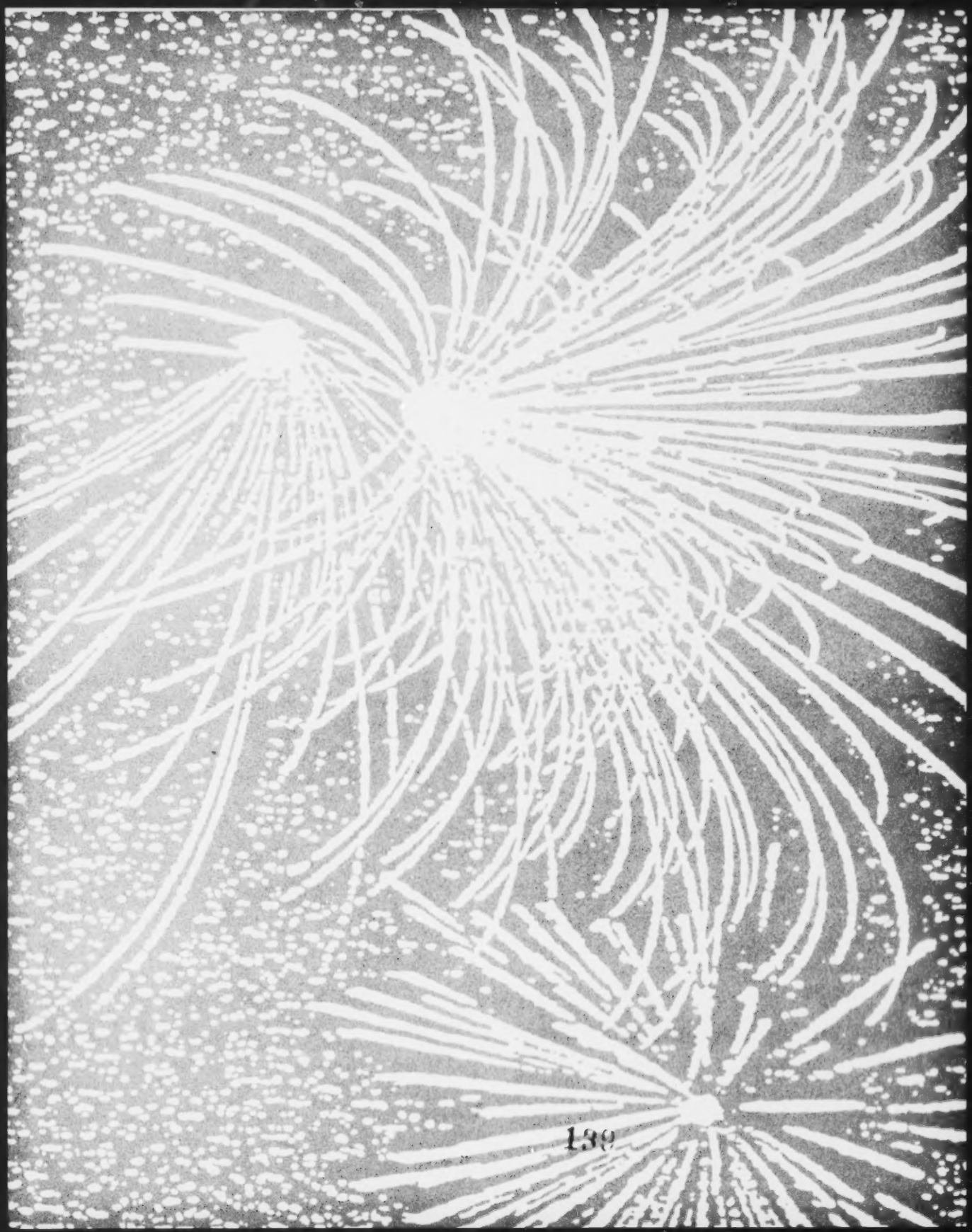
"PLAYING THE SCORE INSTEAD OF THE BALL" MOTIVATION

"When he called I was so nervous about whether he would ask me out that I couldn't think of anything to say. I was a jerk."

— Melissa Radenauer, 16

"I BETTER NOT FAIL" MOTIVATION

"I KNOW I'LL FAIL" MOTIVATION



where nothing can go wrong, than to get into the game where you might fumble. It's safer to skip the class with the math test, or not turn in your homework, or never call the person on the phone, than to risk failure or rejection. Instead of motivating you to perform well, "I Better Not Fail" motivates you to not perform at all.

"I KNOW I'LL FAIL" MOTIVATION

Some people perform poorly because they expect to. They decide to fail before they start. They do this

... because they've failed before: *"I tried volleyball when I was a freshman and I was no good at it, so I know I'll hate it this year."*

... or because someone told them they would fail: *"The music teacher told me not to sing because I was throwing everybody off. I know I'm no good at music."*

... or because society expects them to fail: *"I know I'm not going to get a good job, so what's the point of studying?"*

These people aren't born failures. They've just bought into other people's expectations. But that's enough to keep them down.

RE-MOTIVATING

So what do you do if you have the wrong kind of motivation? Clearly "I Love It" motivation is the best kind to have, but you can't love everything you do. How do you motivate yourself for the things you don't love, and the things you're afraid to fail at, or the things you "know" you'll fail at?

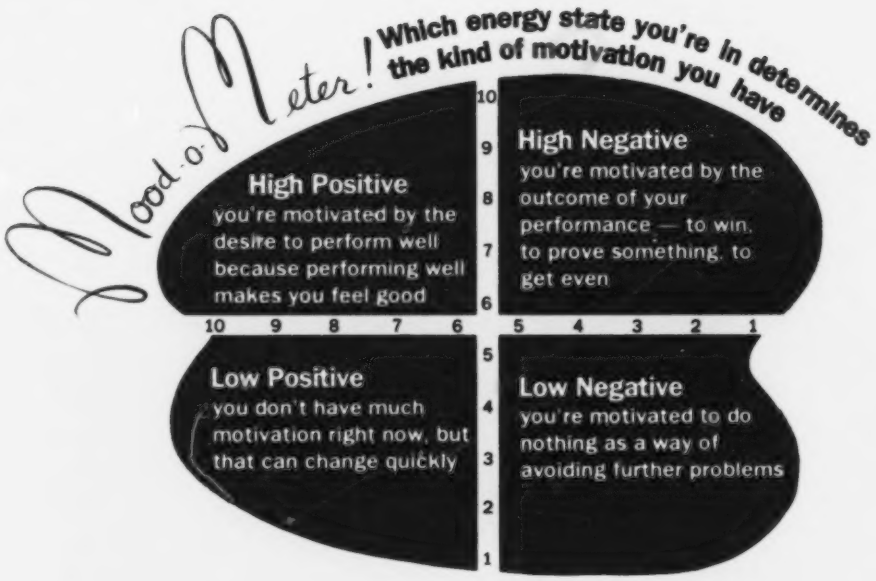
Here are some strategies you can try:

1. Make them relevant. Try to find a reason for why those things are important in your life. That will give you a reason to want to do them.

Kevin Pointer hated math. He barely passed his classes. But during junior year, the school guidance counselor helped him prepare Life Goals. With her prodding, he examined where he wanted to be in five years and what it would take to get there. Kevin's cousin worked in a travel agency and enjoyed frequent trips and a good salary. Kevin decided he wanted a similar job. The guidance counselor told him that a large travel company in their city ran special courses for seniors interested in travel careers, and that if he raised his grades to a B, he could apply. She said the company would pay special attention to his math grades because math is important to a career in sales. With that incentive, Kevin lifted his math grade to a B. Math was still not his favorite subject, but now he had a reason for succeeding.

2. Make them fun. Try to find something in those activities you can enjoy.

Remember ***Tom Sawyer?*** *As the book opens, Tom has just been caught skip-*


Mood-o-Meter!
Which energy state you're in determines the kind of motivation you have
High Positive
you're motivated by the desire to perform well because performing well makes you feel good
High Negative
you're motivated by the outcome of your performance — to win, to prove something, to get even
Low Positive
you don't have much motivation right now, but that can change quickly
Low Negative
you're motivated to do nothing as a way of avoiding further problems
10 9 8 7 6
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ping school on Friday. Aunt Polly punishes him by making him work all day Saturday painting her 30 foot fence. Tom is miserable. But after sulking for a few minutes, he finds a way to have fun with the task. He starts painting giant pictures with the brush. Other boys, seeing the fun he's having, ask if they can help. Soon the fence is entirely painted.

3. Decide you *can* do them. Don't accept other people's expectations for you. Create your own. Decide that you can do anything you set your mind to — then go out and prove it.

"My sister and brother dropped out. My mother thought I would, too. But I could see where they ended up and I didn't want to be there. I wanted to prove that I could make it."

— Juanita Ramos, 18, on graduating from high school with a 3.0 average

4. Once you're into the performance, play the ball, not the score. Focus on what you're doing, not on the results. That's not to say that results don't count. They do. But the time to worry about them is before the performance, not during it. Use the Mentally Tough tools to help you practice and study. Be prepared, so that when you go into a performance, you have the skills and information you need. During the performance, concentrate on what you're doing and let the outcome take care of itself.

"I had to make a speech and I was terrified. I kept picturing myself at the microphone, forgetting what I was supposed to say. I knew the audience would hate me. But I practiced a lot, until I felt comfortable with the speech. Then once I got up there I actually enjoyed it."

— Amy Altschuler, 17

THE SHERIDAN HIGH SCHOOL EXPERIMENT

Sheridan, Colorado is a small, working class suburb of Denver. Few of its students had plans for after high school. Most graduated, partied a while, then found what jobs they could in local businesses.

But in 1987, Ken Reiter, the high school principal decided to try an experiment. He decided that in order to graduate, all seniors would have to submit a Letter of Intent explaining their plans for after high school. The Letter would have to cover three areas: the students' life goals, how they planned to achieve those goals, and documentation to prove that they were carrying out their plan. He wanted the students to know that they had choices in life, and that they could make things happen for themselves if they put their minds to it.

The school introduced the idea to that year's sophomore class. During that year, students were required to visit worksites in the Denver area, and English teachers began discussing students' plans for the future. All sophomores were also required to take a practice college admissions test for which the district paid.

During the junior year, students took a second practice college admissions test, this time going to an official ACT test site to experience actual test conditions. They also completed a computer-based activity that helped them evaluate their skills, interests, the type of work environment they wanted, and the types of careers that suited them. During one week of junior year, teachers and counselors took every student to visit a college or business in the area.

During senior year students worked with guidance counselors to refine their plans, and with English and Critical Thinking teachers to refine their Letters of Intent. By graduation, every senior had filed a Letter with the school.

The Letter of Intent program is now part of every Sheridan student's life. Freshmen and their parents are introduced to the program at orientation meetings, and students and their families know that a significant part of their high school career will be spent preparing for their future.

As a result of the program, many more Sheridan seniors now go on to further education. Even more importantly, Sheridan students know that they have choices in their lives, and with planning, they can make those choices real.

LET'S FALL IN LOVE
A ONE ACT PLAY BY MICHAEL DOUGAN
HEY...
FORGET IT

CHAPTER 15

you want to be here →

CHALLENGES

← you are here

The Eddie Murphy Problem-Solving Technique

You're making a world map for your social studies class. You've used markers and colored pencils to indicate the borders and political system of every country. It's been a bear of a job, but it's nearly done, and you're proud. One day you get home and find that your little brother has "accidentally" ruined the map. It's ripped in several places, it's wrinkled, and it has dirt and footprints all over it.

After you threaten to kill your brother, what do you do?

☐ **You "Tank"**
You give up. You throw away the map and refuse to do another. You'll have nothing to turn in, but who cares?

☐ **You Lose Your Temper**
You break something of your brother's and then get angry at the teacher for assigning a map in the first place. You refuse to do another (the same thing will only happen again anyway), so you have nothing to turn in.

☐ **You "Choke"**
You start a new map, but you don't see how you can possibly finish it in time. And even if you do, it won't be as good as the first one. You're so preoccupied with these worries that you paralyze yourself and prevent yourself from doing a good job on the new one.

☐ **You See It as a Challenge**
Although you're furious at your brother and sad about the map, you realize you have to make a new map quickly. You set to work and before long you are absorbed in the challenge of making as good a map in half the time.

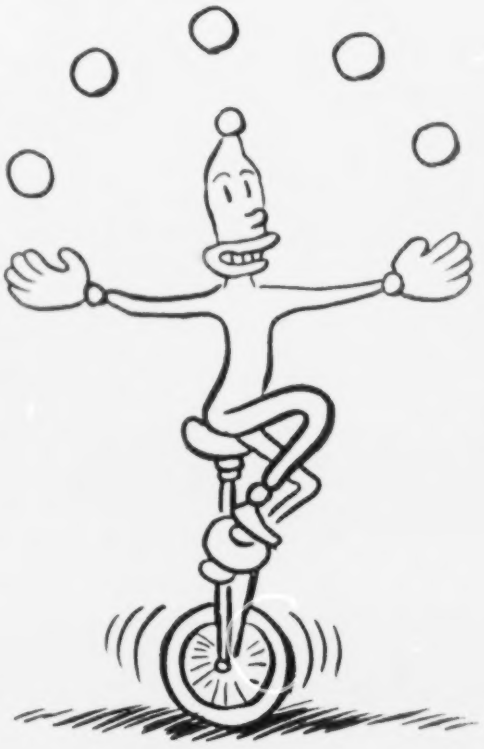
Most people face problems in one of three ways: they give up, they get angry, or they choke. Unfortunately, none of those are great solutions. At best, they leave the problems unresolved. At worst, they make them worse than they were before.

People who are Mentally Tough have found a better way to solve problems. They've learned to see problems as challenges. They see them as situations they know they can solve with a little effort and creativity, and they know they will enjoy the process. Because they're confident of their abilities, people who are Mentally Tough see challenges as fun.

THE CHALLENGE OF RIDING A BIKE

You've experienced this in your own life. For instance, remember learning to ride a bike? At first you were nervous, afraid you would fall. But you were motivated to do it, so you made yourself try. Probably an adult held the bike as you pedaled cautiously down the street. You were glad he was there so you wouldn't fall, but you also wanted him to let go so you could do it yourself. You were willing to take risks and willing to work hard because you wanted to ride so badly.

Once you mastered the basics, you probably set up tests for yourself: obstacle courses, race tracks, daredevil stunts to test your skills... Chances are, you fell off more than once, but that didn't stop you. You kept creating your own challenges and proving to yourself you could meet them. Do you remember how good it felt when you succeeded?



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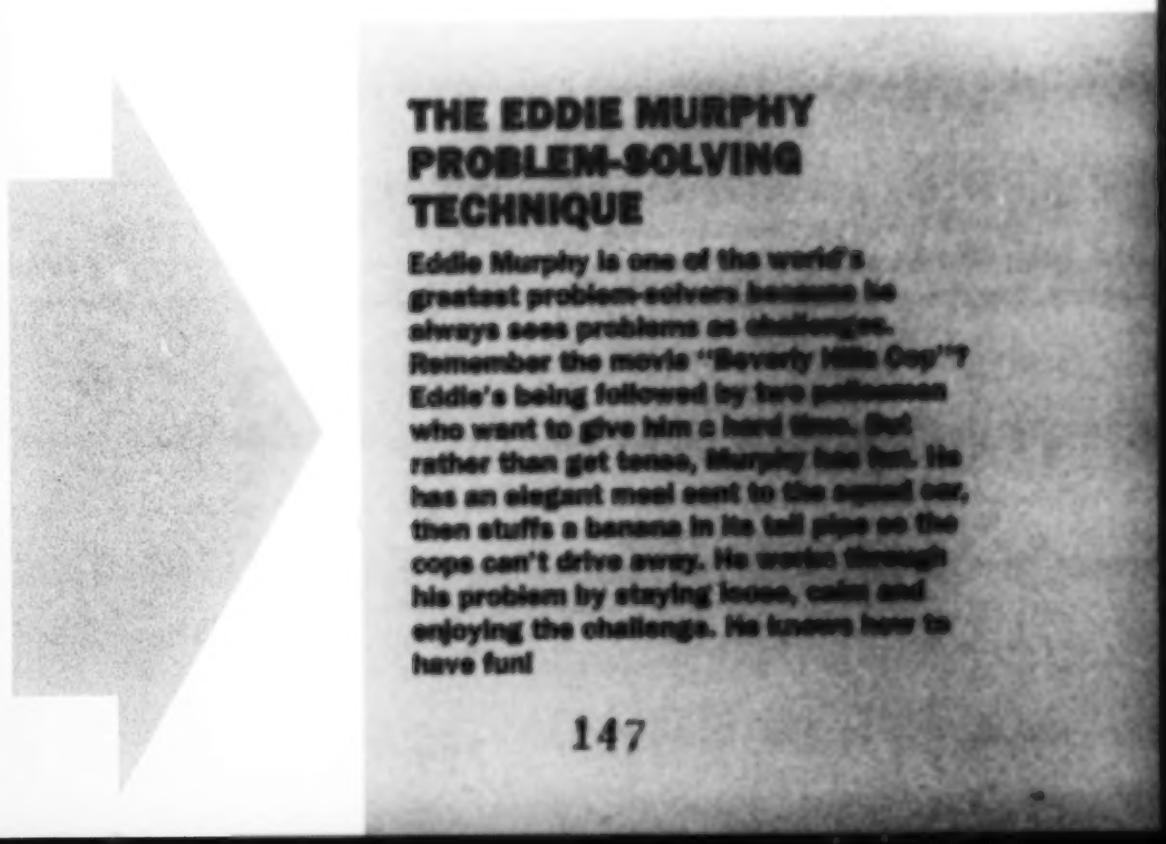
You've created hundreds of challenges for yourself since then as you've met new people and tried new things. Each one is like learning to ride a bike all over again: it seems difficult at first but you make yourself try. You're motivated and you work hard. You succeed — and you feel great. That's the beauty of challenges. *They make you feel proud.* In fact, the harder the challenge, the better you feel.

Mentally Tough gives you the skills to turn all your problems into challenges because it gives you confidence you'll succeed. Once you put yourself in High Positive, you know you'll get the problem solved. And you know you'll feel great afterward.

In fact, once you've been using Mentally Tough for a while, you may begin to find you *enjoy* problems because you see them as a chance to challenge yourself, to get into High Positive, to do your best. Once that happens — once you stop finding problems unpleasant and start thinking they're fun — you'll know you've crossed the border. That's when you'll have become truly Mentally Tough.



THE EDDIE MURPHY PROBLEM-SOLVING TECHNIQUE

Eddie Murphy is one of the world's greatest problem-solvers because he always sees problems as challenges. Remember the movie "Beverly Hills Cop"? Eddie's being followed by two policemen who want to give him a hard time. But rather than get tense, Murphy has fun. He has an elegant meal sent to the squad car, then stuffs a banana in its tail pipe so the cops can't drive away. He works through his problem by staying loose, calm and enjoying the challenge. He knows how to have fun!

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What State are YOU in?

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